THE CASH BOX

THE CONFIDENTIAL WEEKLY OF THE COIN MACHINE INDUSTRY

Vol. 9 No. 40

JULY 3, 1948

EXTRA PROFITS

plus BIG SAVINGS ON RECORDS AND SERVICE MAKE WURLITZER 1100s TODAY'S BEST PHONOGRAPH BUY

Everywhere Wurlitzer Music Merchants report extra profits—unprecedented savings that make the Wurlitzer 1100 the biggest money-maker and money-saver of all time.

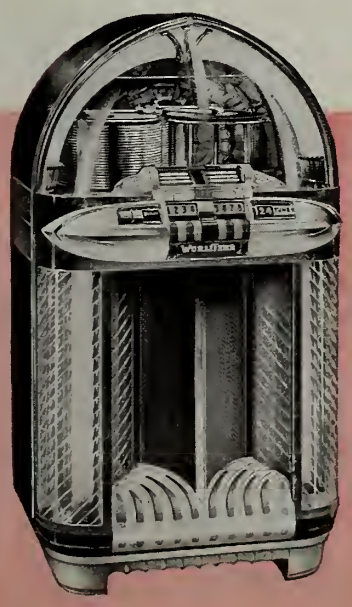
Charles Kanter, Ace Sales Company, Cincinnati, Ohio, whose *Wurlitzer* 1100s *are taking in* $20.00 *more per week than the phonographs they replaced, is also saving* $3.50 *per week on records and service from every* 1100 *he operates.*

John M. Price, Wisconsin Automatic Phonograph Co., Milwaukee, Wisconsin, says *"My* 1100s *are costing me* $3.00 *per week less for records and service." That is* $156 *per year—*$624 *in* 4 *years.*

According to John W. Clark, Salina Music and Amusement Company, Salina, Kansas, *the Wurlitzer* 1100, *with its Zenith Cobra Tone Arm, takes in more money because its music gives customers far greater satisfaction.*

Casper Reda, Casper Reda Coin Machines, Wauwatosa, Wisconsin, who was an orchestra leader for 15 years, wrote, *"The tone, without question, is perfect—with a good treble, good bass and clear speech."*

Let us help you work out a program that will make your route pay you a bigger net profit.



Model 1100

WURLITZER PHONOGRAPH DISTRIBUTORS

Alfred Sales, Inc.
881 Main St., Buffalo 3, N.Y.

Brandt Distributing Co., Inc.
1809-11 Olive St., St. Louis 3, Mo.

Bush Distributing Company
286 N. W. 29th Street, Miami 37, Fla.

Central Music Distributing Co., Inc.
1523 Grand Ave., Kansas City 8, Mo.
2562-64 Harney St., Omaha 2, Neb.

Clark Distributing
415 Bronnan St., San Francisco 7, Calif.
1854 S. Western Ave., Los Angeles 7, Calif
906 Elliott Ave., W., Seattle 99, Wash.

Commercial Music Co., Inc.
726 N. Ervay St., Dallas 1, Texas
806 W. Main St., Oklahoma City, Okla.
901 E. Haustan St., San Antonia, Texas

Cruze Distributing Co., Inc.
105 Virginia St., W., Charleston, West Va.
2824 Woodbine Ave., Knoxville, Tenn.

Eaton Distributing Co., Inc.
615 Tenth St., Des Maines 14, Iowa

F. A. B. Distributing Co., Inc.
1019 Boronne St., New Orleans 13, La.
304 Ivy St., N.E., Atlanto 3, Ga.
1628 Laurel St., Columbia, S. C.

G. & S. Distributing Co., Inc.
415 Fourth Ave., S., Nashville 4, Tenn.

Harvey Distributing Co., Inc.
823 W. Broad St., Richmond 20, Vo.
620 W. Morehead St., Charlotte, N. C.

The Arthur Hermann Co., Inc.
282 Centrol Ave., Albany, N.Y.

Illinois Simplex Distrib. Co.
831 S. Wabash Ave., Chicago 5, Ill.

Indiana Simplex Distributing, Inc.
2451 N. Meridian St., Indianapolis 8, Ind.

Lieberman Music Company
1124 Hennepin Ave., Minneapolis, Minn.

Paster Distributing Co., Inc.
2606 W. Fand du Lac Ave., Milwaukee 6, Wis.

Parter Distributing Company
167 E. Jefferson St., Detroit, Mich.

Redd Distributing Co.
130 Lincoln St., Allstan 34, Moss.

Siegel Distributing Co., Ltd.
477 Yange St., Toronto, Ont. Can.
40 Powell St., Vancauver, B. C., Can.
853 Notre Dame St., W., Montreal, Que.

Smith & Fields Distributing Co.
136 N. Fifth St., Philadelphia 6, Penna.
420 N. Craig St., Pittsburgh 13, Penna.

Steele Distributing Co.
3300 Louisiano St., Houstan, Texos

Sterling Service
Rocky Glen Park, Moosic, Penno.

Williams Distributing Co., Inc.
1082 Union Ave., Memphis 3, Tenn.

Winters Distributing Company
521 St. Paul Place, Baltimore 2, Md

Wolf Sales Company
1932-4 Broadway, Denver 2, Colo.
626 W. Washington, Phoenix, Arizona
2401-5 E. Alameda, El Paso, Texas
276 W. First S., Salt Lake City, Utoh

Young Distributing Co., Inc.
1257 W. Broad St., Columbus 8, Ohio
707-11 Sycamore St., Cincinnoti 2, Ohio
2445 St. Clair Ave., Cleveland, Ohio

Young Distributing, Inc.
525 W. 43rd St., New York 18, N.Y.

VOLUME PLAY CLICKS FOR JUKE BOX OPS

Location Tests Featuring THE CASH BOX "Volume Play Promotion Cards" Bring Ops Over 20% Average Increase at Cost of Only 5c Per Week Per Juke Box. Remove Card Appearing in This Issue—Place It Inside Front Glass of Your Phono—Watch Average Go Up As You Get More 25c Plays. Use Either Side of Card. It's Not Even Necessary to Close Up 5c Chute When You Feature THE CASH BOX "Volume Play Promotion Cards" In Your Machines, In Booths, And On All Tables.

NEW YORK—Actual location tests have PROVED "VOLUME PLAY."

Leading operators who believed with *The Cash Box* that "volume play" was "the answer" to helping America's juke box ops obtain more income and, therefore, allow the juke box operator to continue profitably in the business of vending music to the nation, TESTED *The Cash Box "Volume Play Promotion Cards"* and have now pronounced them, *"The world's greatest play stimulators."*

Attached in this issue is one of the cards which these ops featured. They placed these inside the front glass of their machines.

The cards urge the players to spend 25c for either 6 plays or 5 plays—depending on which system the operator felt would earn him more money.

Regardless, the averages of their machines went up over 20%. That's what counts. Proving that "volume play" is today's answer to what the public wants, and what the public will pay for.

The Cash Box urges ops to use the 6 *plays for* 25c cards. This is the "BIG BARGAIN" and, as one noted department store executive told a convention a few weeks ago, "The public are today only buying bargains."

Therefore, the operator, even with his 5c and 10c chutes still open, can offer the public, at the same time, the *"big bargain"* of 6 *plays for* 25c.

But, with the use of *The Cash Box "Volume Play Promotion Cards,"* he doesn't even have to do that to obtain more quarters in each collection. The cards also urge the players to *"hear the nation's 5 best tunes—for* 25c" and have been responsible for helping pull more quarter play than any other idea yet presented.

The most simple test in the world is now placed before everyone of the nation's juke box operators.

Place the attached card (which appears in this issue) in your juke box (whether you feature 5 plays 25c or 6 plays 25c) and let it appear in your machines for the week of July 10 to July 17. Note what happens.

Here is the *"idea"* which will bring every juke box operator in the nation *the additional income he definitely needs to go ahead"*—to be able to buy the new equipment and to amortize it within a reasonable period of time —to once again enjoy real profit on his investment and to continue to promote the play on his machines to the highest possible peak.

Those ops who have seen the tests have already written to *The Cash Box* asking that they, too, receive this same service.

All realize that the juke box op has *the answer* to the way to bigger profits by *promoting more* 25c *plays* on his machines.

Remember, if only 30 out of over 100 regular juke box patrons insert quarters, instead of nickels, the operator earns 50% more money.

For example, 100 plays at 5c totals $5, whereas only 30 plays (only 30% of the same number of players) inserting 25c for 5 or 6 plays for a quarter totals $7.50—50% more take.

THE CASH BOX "Volume Play Promotion Cards" gives every operator in the country the chance to bring *more quarters into each collection.*

HERE IS THE ANSWER TO CONTINUED PROFITABLE JUKE BOX OPERATION.

Here is the answer to better take.

Here is what every operator in the country has been seeking.

AND—*THE CASH BOX "Volume Play Promotion Cards"* HAVE BEEN PROVED ON ACTUAL LOCATION TESTS!

The easiest test any juke box operator can ever make—presented to him absolutely FREE — to bring more DIMES and more QUARTERS into every cash box in his machines—THE ENCLOSED CARD WHICH FACES THIS PAGE WILL BRING HIM *THE ANSWER.*

Remember, too, that the entire cost per juke box is only 5 CENTS PER WEEK. Not $5, not $50—*ONLY* 5c *PER WEEK*—has already averaged those ops who made the original tests BETTER THAN 20% MORE MONEY PER WEEK ON THEIR ENTIRE COLLECTION.

VOLUME PLAY IS THE ANSWER!

The *BIG BARGAIN*—just what the public wants—presented for the use of every juke box operator in this nation by *THE CASH BOX.* All ready to go to work with the card which is enclosed with THIS ISSUE.

Again, *The Cash Box* repeats its hope that every juke box operator will change over to 1 play 5c, 2 plays 10c, and 6 *PLAYS FOR* 25c—to give the public the *BIG BARGAIN IT WANTS.* And to get the bargain "over the top"—use *THE CASH BOX "Volume Play Promotion Cards"* which are direct-point-of-sale-advertising right to the player to have him CHOOSE THE TOP TUNES OF THE WEEK!

This is NOT theory any longer! THIS IS PROOF! An operator in the Deep South, an operator in staid New England, an operator in the Far West, and an operator in the Midwest —have PROVED BY THEIR "ON LOCATION TESTS" (and are demanding that *The Cash Box* continue to print more and more cards for them each week so that they can continue to feature them in booths and on tables as well as in the front glass of their juke boxes) THAT *The Cash Box* plan of *"volume play"* WORKS. That it is PROFITABLE. That it has INCREASED THEIR COLLECTIONS BY BETTER THAN AN OVERALL AVERAGE OF 20%.

USE *The Cash Box "Volume Play Promotion Card"* which appears in THIS ISSUE.

Make this your FIRST test—on any juke box and on any location YOU CHOOSE.

Watch the NEXT collection. Note the number of "quarters" and "dimes" in that collection!

Order cards for everyone of your locations—for all juke boxes—for all booths—for all tables.

THIS IS YOUR OPPORTUNITY TO ONCE AGAIN EARN REAL PROFITS!

NOTICE!

● **Due to the tremendous and instantaneous success with *The Cash Box "Volume Play Promotion Cards"* and the requests since received from those juke box operators who made the first and original tests to continue printing these cards for them each week, changing *"The Nation's Top Ten Tunes"* as they change in each week's issue of *The Cash Box*, we are now in position to print these same cards for all juke box operators in two colors as they appear here, either back to back with one side featuring 6 for 25c and the other 5 for 25c, or individual cards featuring either 6 plays 25c or 5 plays 25c as the operator wants them, at the nominal cost of:—**

Only $5 Per 100 Cards

(MINIMUM ORDER)

(ONLY 5c PER WEEK PER MACHINE)

***The Cash Box "Volume Play Promotion Cards"* will be rushed to operators by *First Class Mail* in plenty of time for placement in all their juke boxes, in all booths and on all tables in every location, before the date appearing on the cards. RUSH YOUR ORDER TODAY TO:**

The Cash Box, 381 Fourth Ave, N. Y. 16, N. Y.

THE CASH BOX

"THE CONFIDENTIAL WEEKLY OF THE COIN MACHINE INDUSTRY"

THE CASH BOX IS THE OPERATOR'S MAGAZINE—
IT IS NOT SOLD ON NEWSSTANDS

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SUBSCRIPTION RATE $15 per year anywhere in the U. S. A. Special subscription allowing free classified advertisement each week, not to exceed three full lines, $48 per year. Subscription rates for all foreign countries on request. Three weeks advance notice required for change of address.

THE CASH BOX exclusively covers the coin machine industry, including operators, jobbers, distributors and manufacturers, and all those allied to automatic coin operated music equipment; automatic coin operated vending machines and service machines as well as all coin operated amusement equipment; the music and record business, recording artists and publishers of music; and all others in any fashion identified or allied to the coin operated machine industry as well as all finance firms, banks and other financial institutions expressly interested in the financing of coin operated equipment of all types.

THE CASH BOX has been recognized by various associations of coin machine operators thruout the United States as their official weekly magazine.

THE "C. M. I. BLUE BOOK," also known as "The Confidential Price Lists," gives prices of all new and used coin operated machines of all kinds, weekly reporting all market changes and continually adding on all new equipment. The "C. M. I. Blue Book" is officially recognized by many cities and states throughout the country as the "official price book of the coin machine industry." It is an integral part of *The Cash Box*. The "C. M. I. Blue Book" is used in settlement of estates, in buying, selling and trading of all coin operated equipment. It is the one and only officially recognized price guide in the coin machine industry. The "C. M. I. Blue Book" is used by finance firms, factors and bankers to guide them in making loans to the members of the coin machine industry.

Talking It Over

Most gratifying column we've ever read, H. I. Phillips' "The Once Over," in the June 12, 1948, edition of *The Newark Evening News*. This appeared as a full page editorial here last issue. Mr. Phillips' column is nationally syndicated. In an imaginary conversation between a father and son, the father attempts, very lamely, to explain "why" pinball games are a bad influence for his son and ends up, as have many bluenoses, crusaders and politicos who attack pinball without rhyme or reason, with no logical argument against these entertaining and relaxing games.

This is one column which is recommended for "blow up" to two and even three times its size for every coin machine showroom in the nation. In fact, every pinball op should also carry a copy along with him, just in case he runs up against anyone who may think pinball isn't real entertainment—no different from movies, boxing, baseball, bowling, etc.

* * * * *

Passaic, N. J., newspaper columnist features fact that Manny Ehrenfeld of Telemusic Service, Inc., that city, will play a "mystery tune" thruout all his wired music locations. Following the great success of the radio program, "Stop The Music," Manny has tied in with a great big chunk of grand publicity by playing the "mystery tune" to about 50 wired music spots he has in this area.

He will create a jackpot, which will continue to increase daily, until someone calls in from one of his locations and correctly names the tune. This, plus good posters, general on-the-spot promotion, and other ideas should tremendously boom play.

A similar idea was used many months ago by a Nebraska music op over his Personal Music System and worked out very well. It will pay to watch Manny and, should he go over the top with the "mystery tune" angle, all other wired music ops can follow suit.

* * * * *

The fact that one well known and responsible coin machine executive wants to purchase a complete plant with dies, tools, facilities, rights and/or patents which is now producing, or ready to produce cup drink and bottle vendors and other coin operated machines, created much interest since his ad appeared in last week's issue.

Tho we must maintain the confidence of an advertiser, suffice it to say that there are still many who believe in the future of this industry to the point where they are willing to invest heavily. These men foresee a boom under way very soon. Therefore, tho some continue to drop out of the coin-picture, a great many will profit by their very perseverance as well as their faith in coin machines.

* * * * *

One noted coinman tell us, "I'd like to have a warehouse full of good equipment right now and keep them in that warehouse for a few months."

Further questioning revealed that he, like many others, is of the belief that the market on all good used equipment is bound to boom sooner than many expect.

There is no doubt, he claims, there will be a big return to buying of all types of equipment and that among the very first machines to be cleared away will be the better used numbers. This has happened in past years, when sudden sales slumps hit the market and, this man says, will happen again this time.

"In fact," he reports, "we're already having trouble trying to dig up certain types of machines."

* * * * *

With this issue, *"C.M.I. Blue Book"—"The Confidential Price Lists,"* again becomes an important part of *The Cash Box*. For many months coinmen have complained because *"The Confidential Price Lists"* were no longer a weekly attraction of *The Cash Box*. Therefore, just as soon as larger sized paper became again available, the *"C.M.I. Blue Book"* becomes as in former years, an integral part of *The Cash Box*.

Bill Gersh

"...the answer to the operator's prayer"

Of all the many, many letters which I have received since I started to publish THE CASH BOX, I believe that this is the most outstanding. Here is a letter which, most definitely, gives "the answer" to what's wrong with this industry today. I feel, most sincerely, that every man engaged in the coin machine industry should read (and even reread) this letter. I have promised to keep the name of the writer confidential. But, suffice it to say, that I have investigated him, and I find that he is one of the most progressive of the "younger" operators in this industry. I also think that I can safely state, "one of the most intelligent." It is my hope that there will be many, many more like him entering into this business. After you read this letter, please write me and tell me whether you, too, agree with this young operator as to his opinion regarding "the answer to the operator's prayer."

Bill Gersh

For a long time, in fact, as far back as I can remember, operators have always said, "If we can stop buying every new machine that's thrown at us by the manufacturers we'll enjoy better profits."

It seems that the time has at last arrived. But, are the operators enjoying better profits than when they were constantly purchasing new machines?

Here's the answer.

In the first place, some of the old machines which I've seen around my territory are so worn and decrepit-looking that I simply wouldn't want anyone, at least anyone who knows me, to think I owned them.

I've seen machines where Scotch tape has been used to hold together broken plastics. I've seen machines that have been marked with "out of order" signs for weeks. I've seen machines where the customer himself is actually ashamed to play them because of the filth all over and in them.

I don't know whether such an operator is earning "profits." But, I'm willing to bet that he isn't. And I'm willing to bet lots of others aren't, ever since they stopped buying new equipment.

The tone of some juke boxes is enough to make anyone scream for help. I've seen phonos where the records haven't been changed in a month, and even two months.

In fact, there's one little diner where I eat my breakfast where I, personally, and even tho I operate juke boxes, have asked people not to put coin into the machine. It spoils my morning meal. I'm sure this operator hasn't changed the records in this counter model in the six months I'm patronizing the place.

That's only part of it. The other day we attempted to call some of the operators together in our territory in an effort to form a local association. There are so many problems creeping up on the industry every day that we believed we should get the men together and raise a little cash—so that we might be able to offset some of the tax hikes and other things which are pressing down on us.

Well, to make a long story short, about 25% of the men phoned by us personally (and who promised to be present) showed up for this meeting.

We found that one of these men, he told us so at the meeting, was now in a small manufacturing business and didn't care what happened to his route. Yet, he admitted that his route was paying his rent, and actually paying for the food his family consumed.

That, in my estimation, isn't at all bad. His new business, as he explained, "was just getting going". So what? So why didn't he quit this business, we asked him, rather than bring lots of criticism and scorn upon us? He just laughed.

Others were of the same mind. In short, we found that it wasn't the manufacturers or the distributors who were harming the operators by selling them new machines constantly, which kept these operators on their toes and doing a real business. It was the operators, themselves, who were hurting their businesses.

They simply did not want to progress. They just wanted to "cash in". They believed that the "smart angle" was to get "all they could" out of the equipment they had purchased "until they were forced" to buy a new machine to keep someone from stepping into their locations.

This, of course, may not be true in all cases. We realize that. We also realize it isn't true in our own case. But, as far as I'm concerned, I'm going to state here and now (even tho I've asked you not to use my name) that whatever the manufacturers and distributors can do to get new machines on such locations with progressive and good operator-merchandisers behind them, they should absolutely do so. And, frankly, we're back of them 100 per cent.

It seemed to me, when I got out of college, with my college fraternity chum, that when we went into this business there was every opportunity for a good livelihood. We didn't expect "millions." We just wanted to make a good living, own a nice home, support our families, raise our children and save a few dollars for the future.

We never dreamed that we would come up against an element of business men who simply did not want to go ahead. Who did not want to progress. Who believed in remaining stagnant. And who further believed that they had to do nothing—but let the machines do all the work for them.

Believe me we are not grouches.

We believed we should write you and tell you just exactly what is happening in the field. At least that's what's happening here in our territory. It may give you some idea of what is probably happening in other territories, where other progressive ops come up against the average coin machine man who just doesn't give one hoot in the wind whether the manufacturers, distributors, jobbers and other fellow operators, continue in business or not.

We don't believe that the operator, even tho his prayer has been answered, is enjoying greater and better profit. We don't think, even tho he isn't buying new equipment the way that he should to keep his route up to snuff, is realizing all that he can obtain from his route especially if he goes out and works that route the way he should work it.

We haven't, for even a week, stopped buying new equipment. We set aside so much of our money for reinvestment in our business and we believe, like all other business men, that this is the way to assure ourselves of continuing profitably ahead in this industry.

We're getting along. I won't say we're earning as much as we used to. But, we are earning a lot more than what some of our competitors (if they are even to be called 'competitors') are earning today.

The reason we believe that this entire industry is in the doldrums right now is because the men who comprise this field won't go out and work. They want the machines to do all the work for them. That's impossible. They know it. We know it. You know it.

We're out there talking with location owners constantly. We're trying every way and means we can to get our machines to do better. We're even loaning juke boxes to the high schools and a few of the grammar schools here. We've talked to the principals of these schools and have won their cooperation. We've talked with the newspaper men and they like us.

We believe that every operator can do the same. We don't think that this industry is in a "slump" because it can be labeled a "slump". We think, it's a "state of mind". That the operator has convinced himself that there's a "slump", because his machines aren't doing the job all by themselves, the way they did during the war.

We were in the Army during the war, so we don't know what machines did, or did not, do.

We, therefore, have nothing in the past on which to base our operating experience. All we do know is that we've got to get out there and work, and work hard, to get the merchants to get their patrons to insert more coin into our machines and that, many times, we sit for hours with them over a beer or two, while we both scheme out what should be done to make our equipment more attractive to the public.

Frankly, Mr. Gersh, I want to compliment you on your editorials. They're the best written. We're always enthused and stimulated by them. We believe that you really and truly have the operators' interests at heart. And we do believe that you're the "lone voice crying in the dark" to a lot of guys who don't merit your great cry to them. Yet, perhaps, in time, they'll recognize what you're trying to do for them and will come into the fold and do the job the way they should.

I believe that lots of these boys were spoiled. They thought that all they had to do was plug the machine into the socket—and then just count the returns. This isn't the answer to this business—or to any other business.

We know it wasn't the answer in the Army. We just didn't shoot off cannon—and believe that we had wiped out all the guys on the other side. We knew that all the cannon did was to pave the way for the big fight ahead. And, you can believe me, Mr. Gersh, it was rough going, even after hour on hour of bombardment.

Maybe a lot of these guys should have known how tough it was to come thru. Maybe, then, they wouldn't fight so hard against the fact that they have to "work" to get their machines to "help bring in the income they need" to pay their bills and to continue to buy new equipment which wins storekeepers' approval and brings them greater prestige, greater understanding and more profits.

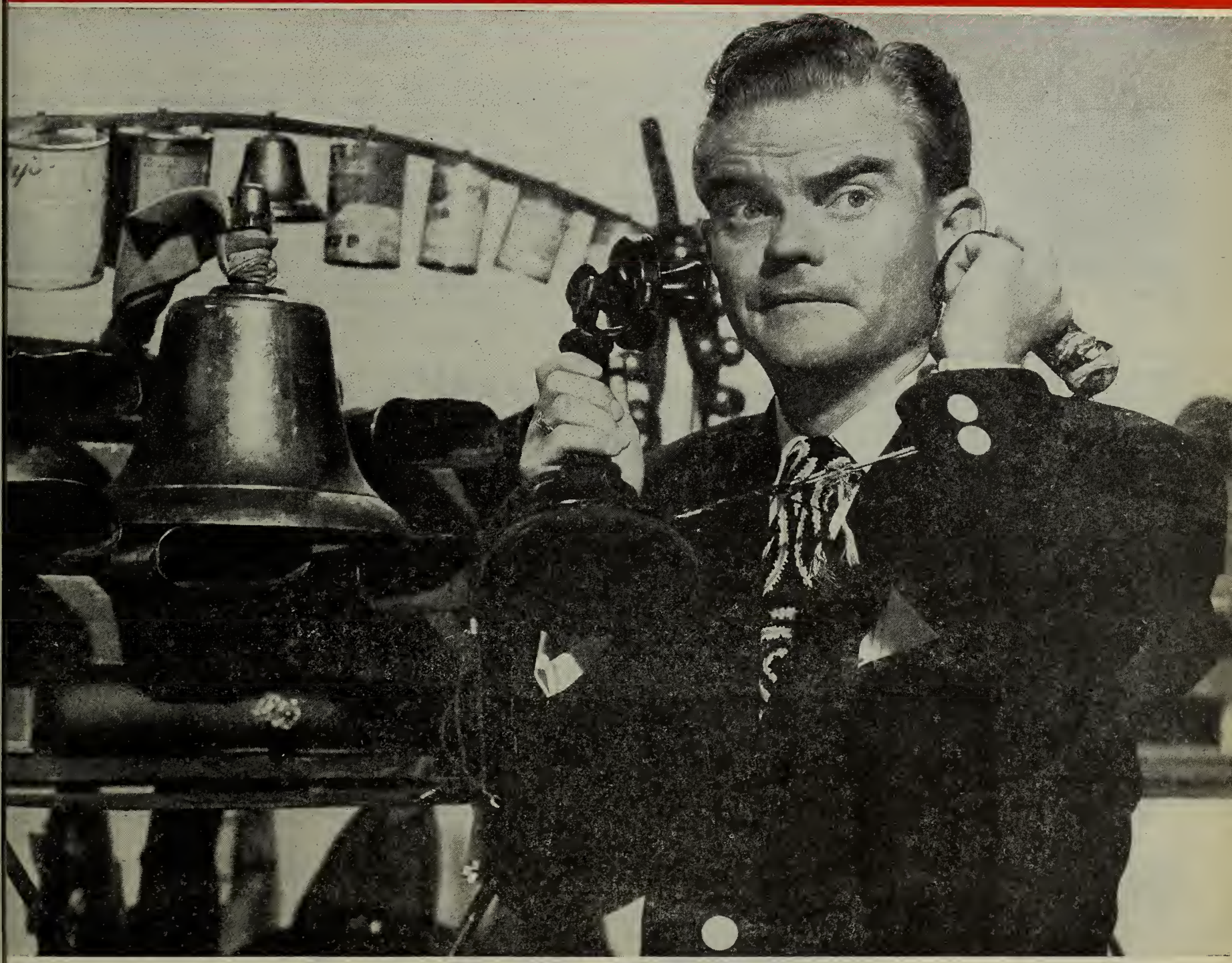
I believe I've written too long a letter already. All I wanted to do was to follow up on the many ideas which you have presented, on the good things which you have written, so that other operators around the country, who know that what I'm saying is the "truth", will start the ball rolling again and this will, once more, be the great industry that it always was—the industry which made me and my partner, when we left Uncle Sam's forces, get in and try for a living. (And, thank God, we're doing a lot better than just a living.)

To wind it all up—what we've got to say is that this is one of the grandest, greatest, most interesting and most thrilling businesses any man could ever want to be engaged in—and earn a good living, a darn good living, easier than he can in any other business in the world. Anyway, that's what we think.

THE CASH BOX

Music Section

July 3, 1948



SPIKE JONES SPIKES JUKE BOX PLAY

Call it wacky, dizzy or zany music—Spike Jones and his City Slickers have consistently meant repeat phono play for music operators across the map. Current click for Spike and the boys is his sensational rendition of the "William Tell Overture." Juke box operators are sure to remember Spike's wonderful efforts this past year on behalf of the Coin Machine Division of the Damon Runyon Cancer Fund. Recent winners for Spike were "People Are Funnier Than Anybody," "Pass the Biscuits Mirandy," "My Old Flame" and "Blowing Bubble Gum." Exclusively featured on the Coca-Cola "Spotlight Revue," CBS, Friday evenings, 10 P. M., and RCA-Victor Records. Direction: Music Corp. of America. Personal Manager: Ralph Wonders.

FEATURES:

★ *The Nation's Top Ten Juke Box Tunes*
★ *The Cash Box Record Reviews*
★ *Juke Box Regional Record Report*
★ *'Round The Wax Circle*
★ *Rollin 'Round Randolph*
★ *Race Record Reviews*
★ *Folk & Western Record Reviews*
★ *The Cash Box Disc-Hits Box Score*
★ *Hot In Harlem, Chicago, Los Angeles & New Orleans*
★ *The Nation's Big 5 Hillbilly, Folk & Western Juke Box Tunes*

WATCH IT GROW!
"RAMBLING ROSE"

PERRY COMO
RCA VICTOR
20-2947

RUSS MORGAN
BOB EBERLE
DECCA # 24449

TONY PASTOR
COLUMBIA # 38207

LAUREL MUSIC Company
1619 BROADWAY
NEW YORK 19

JUKE BOX DISK SALES HOLD AS RETAIL MARKET TUMBLES

The Bold Facts Are: Phono Ops Must Continue Buying To Give Public Music They Want To Hear. Diskers Look To Coin Biz For Definite Sales As Retail Field Slumps.

NEW YORK — As recording companies throughout the nation continued efforts to bolster sagging disk sales, the juke box operator market continued to remain the stabilizing element in the record industry.

Recent actions by many of the major recording companies in cutting down operational costs and overhead, and coordinated activity aimed at boosting sales in the retail record market, vividly pointed out that music operators are the one segment of the disk industry who would continue to represent a definite sales percentage of the total sales volume in the disk biz.

The position many a record dealer finds himself in today was emphatically shown at the recent National Association of Music Merchants (NAMM) Convention in Chicago.

Dealers at the show openly stated that they are stuck with large inventories of recordings, and would only buy top song hits in the future in an effort to hold the line. Record distributors, many who only came to the NAMM show to collect past due bills, reiterated dealers' statements and stated that they would swing the bulk of their sales promotion behind the juke box operators.

Recording industry officials attribute the present slump in the disk biz to several factors, but particularly to the rising cost of living. The average record buyer does not have those extra pennies to spend on buying a recording today. While the summer season is generally viewed as poor in the recording business, the slump this season is more pronounced and came at an earlier stage in the game. The present condition in the disk biz is not just a slump. Conditions in the record business definitely point out that "things are reverting to normal."

Altho the retail record business has taken a decided drop, the juke box business, on the other hand, continues to remain stable. Music operators value each and every location they have today. While revenue from phonograph operation itself is not at top level, the juke box operator must continue to buy records to replenish records on his machines, to give his customers music they want to hear—when they want to hear it.

With approximately 500,000 automatic music machines in active use throughout the nation and estimates ranging from two to four record changes per week, per machine—minimum potential sales figures which could be attributed to the juke box industry are set at one million records per week.

Record distributors themselves are gradually increasing their sales drive in the direction of the juke box business. Juke box operators in rural areas, who have had to travel great distances to reach their nearest record distributor are finding more distribs and salesmen coming to them. Not only does this represent new business to the record distributor; it also means a saving to the operator who undoubtedly had been paying retail prices for records rather than make that "long trip."

The business is there. Neglect the juke box operator as a potent sales medium and diskers are neglecting an unlimited field.

IF "OSCARS" WERE GIVEN FOR OUTSTANDING Needle PERFORMANCE

Permo Point Round and Permo Point Elliptical would top the list for:
EXTREMELY LONG NEEDLE LIFE
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DEPENDABILITY ON LOCATIONS
ECONOMY — *still at the same low price!*
More Permo needles sold thon all other longlife needles combined.

PERMO POINTS
Mode by the originol ond world's largest manufocturer of longlife phonograph needles.
PERMO, *Incorporated*
Chicogo 26

Another new MODERN release
"FIVE FOOT TWO, EYES OF BLUE"
backed by
LONE STAR WALTZ
by
Buddy Harris and His Lone Star Playboys
Modern 20-593

The Nation's TOP TEN Juke Box Tunes

The Top Ten Tunes Netting Heaviest Play In The Nation's Juke Boxes, Compiled From Reports Submitted Weekly To *The Cash Box* By Leading Music Operators Throughout The Country.

CODE

AL—Aladdin	DM—Damon	PA—Palda
AP—Apollo	EX—Exclusive	RE—Regent
AR—Aristocrat	FL—Flint	RO—Rondo
AS—Astor	JE—Jewel	RA—Rainbow
BE—Beacon	GR—Grand	SA—Savoy
BU—Bullet	KI—King	SD—Super Disc
CA—Capitol	LO—London	SP—Specialty
CM—Commodore	MA—Majestic	SI—Signature
SN—Continental	MI—Miracle	ST—Sterling
CO—Columbia	ME—Mercury	TO—Top
CS—Coast	MG—MGM	TC—20th Century
DA—Davis	MN—Manor	UN—Universal
DE—Decca	MO—Modern	VI—Victor
DEL—DeLuxe	MU—Musicraft	VT—Vitacoustic
DL—Delmac	NA—National	

1 YOU CAN'T BE TRUE, DEAR

AP-1121—N. Emmett
CA-15077—The Sportsmen
CO-38211—The Marlin Sisters
DE-24439—Dick Haymes
DEL-1171—Ziggy Lane
AS-145—Fred Sayles
BU-1032—R. Deauville
LO-202—Vera Lynn
CN-1009—Whistling Jitterettes
MU-558—Russ Brooks
GR-2009—M. Wilson
RO-128—Ken Griffin
VI-25-1117—Will Glahe
VI-20-2944—Dick James

2 MY HAPPINESS

BU-1032—Ronnie Deauville
CA-15094—The Pied Pipers
CO-38127—The Marlin Sisters
CN-1241—The McKay Trio
DE-24446—Ella Fitzgerald
DA-20-17—Anne Vincent
DM-11133—Jon & Sondra Steele
ME-5144—John Laurenz
SI-15026—Alan Dale
PA-1004—P. Sheridan

3 WOODY WOODPECKER

CO-38197—Yay Kyser O.
ME-5154—The Honeydreamers

4 NATURE BOY

CA-15054—King Cole
CO-38210—Frank Sinatra
DE-24439—Dick Haymes
EX-36x—Herb Jeffries
ME-5134—John Laurenz
JE-2006—The Hollywoodaires
MU-567—Sarah Vaughan
RA-10070—Eddy Manson
VI-20-2944—Dick James

5 TOOLIE OOLIE DOOLIE

CA-15059—The Sportsmen
CN-1223—Vaughn Horton
DN-2015—Dana Serenaders
DE-24380—Andrews Sisters
FL-5005—Alpine Belles
LO-201—Johnny Dennis
SP-5505—Larkin Sisters
ST-1013—Dick Hayman
VI-25-1114—Henri Rene O.

6 LITTLE WHITE LIES

CO-38114—Dinah Shore
DE-24280—Dick Haymes
JE-2002—Martha Davis
MU-558—Mel Torme
VI-27521—Tommy Dorsey O.

7 THE DICKEY BIRD SONG

CO-38085—Jerry Wayne
DE-24301—Larry Clinton O.
MA-1234—George Olsen O.
MG-10138—Blue Barron O.
VI-20-2617—Freddy Martin O.

8 ST. LOUIS BLUES MARCH

VI-20-2722—Tex Beneke O.

9 LOVE SOMEBODY

CO-38174—Doris Day & Buddy Clark

10 TELL ME A STORY

CO-38050—Frankie Carle O.
DE-24329—Ames Bros.
ME-5120—Vic Damone
MG-10144—Bob Houston
VI-20-2761—Sammy Kaye O.

SUMMER SALES TIPS on M-G-M Records

JOHNNY DESMOND with Instrumental Acc.
I WONDER WHERE MY BABY IS TONIGHT
P. S. I LOVE YOU
M-G-M 10225

MACKLIN MARROW and The M-G-M Orchestra
LIGHT CAVALRY OVERTURE
(Parts I and II)
M-G-M 30121

GEORGE PAXTON and his Orchestra
JUDALINE
(From the M-G-M film "A Date With Judy")
THE FLOWER SELLER
Both vocals by Dick Merrick
M-G-M 10219

JOHNNIE JOHNSTON Orchestra conducted by Sonny Burke with The Crew Chiefs
A BOY FROM TEXAS—A GIRL FROM TENNESSEE
I DON'T CARE IF IT RAINS ALL NIGHT
(From the Warner Bros. film "Two Guys From Texas")
M-G-M 10222

HAL McINTYRE and his Orchestra
CHICKIE BOOM
HANKERIN'
(From the Worner Bros. film "Two Guys From Texos")
Vocal by Frankie Lester
M-G-M 10221

EVALYN TYNER Piano solos with rhythm background
BEANERO
(From Walt Disney's "Fun And Fancy Free")
CÁLLATE
M-G-M 10101

ART LUND Orchestra conducted by Johnny Thompson
I LONG TO BELONG TO YOU
THE SAD COWBOY
M-G-M 10223

CARSON ROBISON with his Pleasant Valley Boys
LIFE GITS TEE-JUS DON'T IT
WIND IN THE MOUNTAINS
M-G-M 10224

DENVER DARLING with his Ozark Playboys
HEART TROUBLE
I JUST FELL OUT OF LOVE WITH YOU
M-G-M 10218

M-G-M COIN CATCHERS

BERT SHEFTER'S	*Fiddle-Faddle*	M-G-M 10200
BLUE BARRON'S	*You Were Only Fooling*	M-G-M 10185
JERRY IRBY'S	*Great Long Pistol*	M-G-M 10188

M-G-M RECORDS
THE GREATEST NAME IN ENTERTAINMENT

THE CASH BOX Record Reviews

"Friendly Mountains" (3:01)
"May I Still Hold You" (3:04)
SAMMY KAYE ORCH.
(Victor 20-2922)

● Music styled in the Sammy Kaye manner and a pair of sides that sparkle brightly. Topside, from the much ballyhoo'd flicker "The Emperor's Waltz" features songster Don Cornell in the vocal spotlight in pleasing mood. Echo of lyrics throughout the waxing makes the platter so much more attractive, while the Kaye crew offer adequate musical background. Flip is a light piece with Don Cornell and Laura Leslie splitting the vocal chores on "May I Still Hold You." Wax is suitable for the dance spots, especially so in the college locations. Folks that go for Sammy Kaye should go for this duo.

"Whip-Poor-Will" (3:04)
"Look For The Silver Lining" (3:07)
TEX BENEKE ORCH.
(Victor 20-2924)

● Plush musical setting of the Tex Beneke ork is shown in brilliant fancy on this duo, with balladeer Garry Stevens hogging the vocal spotlight on the pair. Both sides show Garry and the Beneke boys in excellent fashion, as the slow, drifting melody weaves throughout the wax. Top side has Garry spooning in smooth polished style to the metro of "Whip-Poor-Will". Wordage of the song is attractive and catchy as the mumps. Garry continues the velvet air surrounding this platter on the standard "Look For The Silver Lining." Orchestral setting displayed on this side makes for fond dancing and listening pleasure. Phono fans who thrill to the musical rapture of Tex Beneke are sure to go for this pair.

"The Peanut Vendor" (2:59)
"Siboney" (3:03)
RAY BLOCH ORCH.
(Signature 15208)

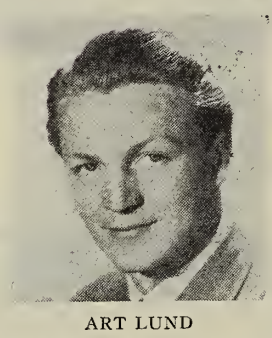
● Ditty clicking like sixty in a zillion phono spots throughout the nation is offered here by wonderful Ray Bloch ork. Titled, "The Peanut Vendor", Ray and his boys display some excellent musicianship throughout the platter. The tune itself is one that needs no urging on phono fans—add Bloch's top notch song styling and ops have a platter which can move. Flip shows as another laurel in maestro Ray Bloch's collection as he renders the attractive melody to "Siboney." Both sides of this platter are easily suited to wired music locations as well as the tender spots.

"Night And Day" (2:40)
"Poor Butterfly" (2:35)
JOHNNY LONG ORCH.
(Signature 15196)

● Pair of fashionable sides by the Johnny Long ork spring up here with the tint of buffalo about them in a big way. Top deck, an all instrumental bit is the standard "Night and Day", has Johnny and the boys displaying their musical wares in able manner throughout. Wax might draw attention in those wired music spots. Flip has The Ensemble on deck for the mellow metro of "Poor Butterfly." Smart styling shown here as the group wail the comely wordage should catch on with loads of ops. Take note of Johnny's wide popularity and ops have some wax that can whirl like mad.

DISK OF THE WEEK

"The Sad Cowboy" (3:02)
"I Long To Belong To You" (2:59)
ART LUND
(MGM 10223)


ART LUND

● The sincere, infectious voice of Art Lund blossoms forth once again in satisfying manner to set the stage for an avalanche of phono play for music operators throughout the land. It's the top deck of this pair that holds the promise. The slow, tender fashion in which Art purrs this plaintive ballad should mean heavy action in the boxes. Ditty, titled "The Sad Cowboy," gallops along in Western styling, with Art displaying loads of feeling and depth in his rendition. The song itself is one which makes for easy listening pleasure as its relaxing melody spills throughout the wax. On the flip with a cupiditty, Art comes back with another attractive performance in the offering of I Long To Belong To You." Song is set in the romantic vein, with Art spooning the sugar 'n spice wordage in comely fashion. Orchestral backing on the pair by the Johnny Thompson ork makes for delightful musical patter and should gain wide favor in musical circles. The Sad Cowboy" is a ditty ops should, by all means, get next to.

"Wrap Your Troubles in Dreams" (2:58)
"On The Street Of Regret" (3:00)
ZIGGY LANE
(DeLuxe 1155)

● The strong winning voice of balladeer Ziggy Lane and a pair of sides tainted with the odor of buffalo loom as items phono ops should take a look-see at. Ziggy's nostalgic tone rings true on the top deck, the standard "Wrap Your Troubles In Dreams." Easy-going manner coupled with a spot of whistling spike the cookie in a refreshing fashion to add incentive for music ops. Ziggy's meaningful expressions and phrasing are shown in gala style on the flip, titled "On The Street of Regret". The magnetic vocal splendor displayed by Ziggy on this side point all the more to the pipers excellent tonsils. Both sides beckon coin play in a big way and rate a spot in your machine.

"Sleep My Baby Sleep" (3:00)
"You Made Me Love You" (3:06)
JUDY GARLAND
(Decca 25393)

● This disking should undoubtedly solve the mystery connected with the widely heralded "Raisins and Almonds" platter. Utilizing the same melody and a fresh set of lyrics, Judy Garland steps out with a reissue of this current plug ditty. Wordage offered here is deeply set in the soulful vein, with Judy's tender and rich vibrating vocal beckoning an avalanche of coin play. Song is a lullaby set in warm, invigorating manner that sparkles brightly throughout. Flip has Judy spooning that ever lovin' winner, "You Made Me Love You" with the Clark Gable ode and lyrics. Ops will remember what the tune did years ago—we see no reason for it not going today. Both sides are a blue ribbon package—get next to 'em.

"The Sad Cowboy" (2:56)
"Bubble Loo—Bubble Loo" (3:01)
HOAGY CARMICHAEL
(Decca 24455)

● Nostalgic and infectious tonsiling of Hoagy Carmichael on this pair should set the pace and boom this duo over the top as rave coin cullers. Hoagy's smooth polished pipes trill in round measure of beautiful simplicity on the top deck titled "The Sad Cowboy." Wax is very slowly paced, with a sprinkling of meaningful relaxation resounding throughout the platter. Wordage of the song in plaintive fashion makes for attentive listening pleasure and is bound to be appreciated in music circles. Flip, shows as another top notch performance for Hoagy as he continues in the same vein with "Bubble-Loo Bubble-Loo". Deck makes for resplendent musical comfort throughout. Add the wonderful music of the Billy May ork and ops have a duo which should boost phono play immensely.

"Rambling Rose" (3:00)
"So Tired" (2:56)
RUSS MORGAN ORCH. with
BOB EBERLY
(Decca 24449)

● Pleasant tonsiling of Bob Eberly, coupled with the smooth rhythms of the Russ Morgan ork set the pace on this platter. Top deck, titled "Rambling Rose" shows as one well loaded with possibilities to score heavily. Waxing moves along at a mellow pace, with Bob turning in an adequate performance throughout. Ops should be well acquainted with Eberly's full fashioned pipes. His rendition on this side should boost the ditty into a featured spot. Flip has Russ and boys offering music styled in the "Morgan Manner." The maestro himself into the spotlight for the vocal flavor of "So Tired." Wax stacks up as enjoyable and should meet with favor from the many Morgan fans. Both sides deserve ops listening time.

"Someday" (2:41)
"Yes We Have No Bananas" (2:31)
AQUA STRING BAND
(Signature 15210)

● String band music, still kicking up a storm in some spots throughout the nation is offered in top notch manner here by the Aqua String Band, with two oldies on wax to offer the incentive. Titled "Someday" and "Yes We Have No Bananas", the crew give out with loads of mellow syncopated rhythms which beckon coin play. Both sides of the platter should be well remembered by music ops since they were featured items years ago. Ops who still have a call for this brand would do well to get next to this disk.

"Hearts Win, You Lose" (2:47)
"I'm Making Believe I Don't Care" (2:46)
LARRY STEWART
(Bandwagon 506)

● Pair of sides which might attract coin in tavern locations are these offered in favorable measure by balladeer Larry Stewart. Top deck, "Hearts Win You Lose" is tinted with the stuff that makes for winning play in the elbow-rest spots. Ditty is an oldie, with Larry's pleasant vocal spooning riding thru in fair manner. Flip is a slow moving sugar 'n spice affair with Larry purring pretty for the starry eyed kids. Instrumental backing by the Bud Lorraine crew makes for mellow listening pleasure. "Hearts Win, You Lose" rates your listening time.

"I Wanna Be A Cowboy In The Movies" (3:02)
"At The Rodeo" (2:56)
BEATRICE KAY
(Columbia 38232)

● Pair of sides tinted with the vintage of the gay '90 era, and that grand old favorite Beatrice Kay on deck with "I Wanna Be A Cowboy In The Movies" and "At The Rodeo". Both sides, in the novelty vein, feature Bea's rasping vocal flavor with a load of mirth and laughs thrown in to boot. Top side is the one that appears to have the potentialities to score. Slow metro of the wax coupled with Bea's nostalgic vocal rendition spikes the platter all the way. Titles of the pair show that both are tinted with Western flavor, with Bea offering her best throughout. Ops who have the spots—take note.

"The Trail Of The Lonesome Pine" (2:48)
"Turkish Delight" (3:20)
ARTHUR GODFREY
(Columbia 38246)

● Heavy tonsiling of Arthur Godfrey and a pair that might boost ops take. Wax is nothing to rave about—Godfrey's pleasant and easy going manner is shown in favorable light throughout both sides. Top deck, "The Trail Of The Lonesome Pine" is a ditty which ops should know well. Mood and manner of the music is easily taken and may win favor with the ops. Flip is a repeat for Godfrey as he offers "Turkish Delight". Ork backing by Archie Bleyer hypos both sides immensely. The wax is there for the asking—take it from here.

USE THIS PAGE AS YOUR CHECK SHEET — Here's a handy way to order and to re-order RCA Victor's top new hits!

RCA VICTOR STARS on The Nation's TOP TEN Juke Box Tunes

(as reported by THE CASH BOX)

1. **YOU CAN'T BE TRUE, DEAR**
   WILL GIAHE — RCA Victor 25-1117
   DICK JAMES — RCA Victor 20-2944
2. **MY HAPPINESS**
   DOROTHY MORROW ENSEMBLE — RCA Victor 20-2965
4. **NATURE BOY**
   DICK JAMES — RCA Victor 20-2944
   EVE YOUNG — RCA Victor 45-5212
5. **TOOLIE OOLIE DOOLIE**
   HENRI RENE — RCA Victor 25-1114
6. **LITTLE WHITE LIES**
   TOMMY DORSEY — RCA Victor 27521
7. **THE DICKEY BIRD SONG**
   FREDDY MARTIN — RCA Victor 20-2617
8. **ST. LOUIS BLUES MARCH**
   TEX BENEKE — RCA Victor 20-2722
10. **TELL ME A STORY**
    SAMMY KAYE — RCA Victor 20-2761

This week's RCA VICTOR release!

✓ POPULAR

☐ My Happiness / A Tree In The Meadaw	DOROTHY MORROW ENSEMBLE JOE LOSS	RCA Victor 20-2965
☐ Hey, Pretty Baby / Baby Don't be Mad at Me	COUNT BASIE	RCA Victor 20-2948
☐ There Must Be a Way / Rambling Rose	PERRY COMO	RCA Victor 20-2947
☐ A Lavely Rainy Afternaon / Just Far Now	THE THREE SUNS	RCA Victor 20-2946
☐ I'd Give a Million Tamorrows / Sweet Leilani	SKYROCKETS ORCHESTRA WAYNE KING	RCA Victor 20-2979

✓ FOLK

☐ Will The Angels Let Me Play / I Never Knew What It Meant to be Lonesome	ELTON BRITT	RCA Victor 20-2952
☐ Dawn Where the Ria Flows / Cawboy Country	SONS OF THE PIONEERS	RCA Victor 20-2951

✓ RHYTHM & BLUES

☐ A Man Could Be a Wonderful Thing / Hard Times Blues	THE HALL SISTERS	RCA Victor 20-2953
☐ Na Whiskey Blues / Nappy Head Waman	DR. CLAYTON'S BUDDY (SUNNYLAND SLIM)	RCA Victor 20-2954

✓ INTERNATIONAL NOVELTIES

☐ Tunnel af Love / Partrait af a Toy Soldier	HENRI RENÉ	RCA Victor 25-1123
☐ Jania Polka / Fireman Mazurka	WALTER OSSOWSKI	RCA Victor 25-9185

✓ ALL-TIME HITS by a NEW STAR

☐ "PREVIN PLAYS THE PIANO"		RCA Victor Album P-214
Hallelujah *and* But Nat Far Me		RCA Victor 20-3040
My Shining Haur *and* This Can't Be Love		RCA Victor 20-3041
Just One of Thase Things *and* Mad About the Boy		RCA Victor 20-3042
I Didn't Know What Time it Was *and* Shauld I?		RCA Victor 20-3043

Riding High... Climbing Fast

☐ A SURE HIT! William Tell Overture	SPIKE JONES	RCA Victor 20-2861
☐ It Only Happens When I Dance With Yau	PERRY COMO	RCA Victor 20-2888
☐ A Fellow With An Umbrella	THE THREE SUNS	RCA Victor 20-2863
☐ Getting My Divorce	LITTLE EDDY BOYD	RCA Victor 20-2920
☐ Find 'Em, Fool 'Em, and Forget 'Em	JOHNNY TYLER	RCA Victor 20-2920
☐ Je Vaus Aime Beaucoup	HENRI RENÉ	RCA Victor 25-1120
☐ The Very Thought of You*	RAY NOBLE	RCA Victor 20-2950
☐ Rack My Soul*	GOLDEN GATE JUBILEE QUARTET	RCA Victor 20-2921

*All-time Hits Reissued by Request

THE CASH BOX Record Reviews

"Hankerin' " (2:55)
"Chickie Boom" (2:43)
HAL McINTYRE ORCH.
(MGM 10221)

● Long missing from the phono spotlight, maestro Hal McIntyre and his crew set with a pair that beckon coin play. Wax, titled "Hankerin' " is a slow tender piece styled in Western manner. Piper Frankie Lester on deck for the fond vocal spot, with the refrain echoing in sparkling manner. Ditty should come in for some heavy flack via its picture attachment, the Warner Brother production "Two Guys From Texas." Flip has Hal and the boys offering an all instrumental bit with "Chickie Boom." The crew display their instrumental wares in able fashion throughout this piece, with a band vocal coming in for kicks. Topside holds loads of promise—get next to it.

"Judaline" (3:00)
"The Flower Seller" (2:55)
GEORGE PAXTON ORCH.
(MGM 10219)

● Smart tonsiling of balladeer Dick Merrick coupled with the smooth strains of the George Paxton ork set the stage for some heavy play here. Dick's full fashioned voice blossoms forth in rich tones on the top deck titled "Judaline". Ditty is from the MGM flicker "A Date With Judy" and should draw wide attention once it is released. Flip, "The Flower Seller" is a slow fashionable piece that kicked around a bit recently. Dick's rendition here might boom the tune again. Add the top notch rhythm of maestro Paxton and ops have a platter that can go. "Judaline" for the coin.

"P. S. I Love You" (3:01)
"I Wonder Where My Baby Is Tonight" (2:58)
JOHNNIE DESMOND
(MGM 10225)

● Pair of plush ballads for the moon-in-June set to swoon over are offered here in attractive fashion by balladeer Johnnie Desmond. It's the top deck we go for, with the aromatic strains of sweet sentimentality sweeping down in fragrant phrases that satisfy. Johnnie's smooth delivery is shown in beautiful passages throughout, with excellent orchestral backing filtering the song in top notch styling. Flip, titled "I Wonder Where My Baby Is Tonight" is a repeat grade A performance for Johnnie. Ditty is another sugar 'n spice platter ably suited for the light romantic crowd. Both sides of this cookie rate ops listening attention.

"A Boy From Texas—A Girl From Tennessee" (3:04)
"I Don't Care If It Rains All Night" (2:56)
JOHNNIE JOHNSTON
(MGM 10252)

● Ditty kicking up a storm in a slew of spots throughout the nation is offered here in fair fashion by piper Johnnie Johnson. Titled "A Boy From Texas", Johnnie shows his nostalgic voice to fair advantage here, with some favorable music furnished by the Sonny Burke crew. Flip has Johnnie and the Crew Chiefs purring to the metro of "I Don't Care If It Rains All Night." Wax is light and refreshing and should garner its fair share of coin play. Folks that go for the brand of music that Johnnie puts out, should go for this duo.

SLEEPER OF THE WEEK

"The Legend Of Tiabi" (3:03)
"Cool Water" (3:00)
VAUGHN MONROE ORCH.
(Victor 20-2923)

VAUGHN MONROE

● The strong and sincere tonsiling of maestro-balladeer Vaughn Monroe shows to excellent fare here as the baton twirler steps forward with another potential winner in this piece titled "The Legend Of Tiabi." Ditty is patterned on a "Land of The Sky Blue Water" theme, with Vaughn's heavy pipes pitching pretty throughout. Wax weaves in slow tempo with the band blending in top notch fashion in the background. The fine arrangement of this piece is sure to attract loads of attention in music circles as well as draw raves from Vaughn's many phono fans. On the flip with the now standard "Cool Water", Vaughn joins with an authentic western group, The Sons of the Pioneers, to purr the simple and yet fragrant wordage. Song is deeply set in tender fashion, with the wordage and rendition offered here ringing true throughout. Both sides spell coin play in a big way, with the top deck hogging the limelight.

"Makin' Love Mountain Style" (2:48)
"Finishing School Was The Finish Of Me" (2:30)
DOROTHY SHAY
(Columbia 38238)

● More novelty wax for music ops, with the Park Avenue Hillbilly, Dorothy Shay, on deck for the vocal refrain. Both sides of this pair show the chirp to fair advantage as she offers the mellow saga of "Makin' Love Mountain Style" and "Finishing School Was The Finish Of Me." Top side is a ditty that has been kicked around a bit and one that garnered its fair share of coin play. Dorothy's rendition here should boost the tune to greater heights. Flip weaves around the title with Dotty spooning the mellow lyrics in able fashion. Orchestral backing by maestro Mitchel Ayres makes for pleasant listening and hypo's the wax all the way. Ops who have a call for Dorothy Shay won't go wrong with this duo.

"Take It Away" (2:32)
"Cuanto Le Gusta" (2:35)
XAVIER CUGAT ORCH.
(Columbia 38239)

● Delightful Latin rhythms of maestro Xavier Cugat and the set up of a pair that should boost ops take in those spots that go for this type of music. Top side is one that scored heavily in past years, Cugie's wonderful musicianship might boost it again. Titled "Take It Away", ops should be well familiar with the mellow beat and rhythm of the song itself. Flip has the Cugie crew at its best with vocal spots by Gilbert, Aladin and Monero spiking the platter all the way. Wax whirls in very fast rhumba time, while the group of pipers spill the cute wordage effectively. Cugat's wide circle of phono fans should go for this pair.

"Hankerin' " (3:04)
"I Don't Care If It Rains All Night" (3:13)
HARRY JAMES ORCH.
(Columbia 38231)

● Magic glow of Harry James' trumpet coupled with the teeming tones of chirp Marion Morgan set the pace for this latest piece by Harry and the boys. Top deck, titled "Hankerin' " shows thrush Marion in exceptional voice as she trills the pleasant wordage in mellow styling. Rasping James horn sparkles throughout the platter, with the boys in the band blending in to hypo the platter. Wax is suitable for the soda spots where the kids that love to jump play the phonos. Flip, a light piece is attractive as it stands and might come in for its fair share of juke box play. Marion turns in another comely performance in her best manner here. The younger set should have a hankerin' for "Hankerin'."

"Indian Love Call" (2:20)
"Windshield Wiper" (2:57)
TONY PASTOR ORCH.
(Columbia 38223)

● More repeat top-notch wax, with maestro Tony Pastor on deck serving it up. It's the oldie that went like wildfire, "Indian Love Call." Wax, always one of Tony's best should be well remembered by music ops across the map. Vocal splendor by Tony spills in his fond nasal tones in delightful manner, with the ork backing him adequately throughout. Flip, "Windshield Wiper" shows as a light novelty piece with the maestro in the spotlight once again. Cute sound of the windshield wiper echoes throughout the wax as Tony spills the pleasing lyric. Phono fans who go for Tony Pastor, and that covers loads of territory, should go for this.

"Kille Kille" (2:29)
"Let 'Er Go" (2:41)
TOMMY TUCKER ORCH.
(Columbia 38247)

● Mellow beat of the Tommy Tucker ork in their so familiar mood and manner shows to excellent advantage on this piece. It's the oldie, replete with top notch styling, titled "Kille Kille". Ditty is offered in the same old Indian vein which scored not so many moons ago. Vocal flavor is added by Amy Arnell, Roy Brown and The Voices Three in capable fashion throughout. Flip shows loads of promise too as the maestro showers balladeer Kerwin Somerville to the mike for the wordage of "Let 'Er Go." Wax spills with loads of merriment about it, with Kerwin offering the gala lyric in pleasing manner. Both sides beckon coin play—ops take it from here.

"Pretty As The Moon" (3:05)
"Don't Blame Me" (2:30)
BEE KALMUS
(Apollo 1124)

● Bowing into the disk spotlight via this platter, Bee Kalmus sets off in the right direction with this bit labeled "Pretty As The Moon." Ditty, based on a theme from a Jewish melody sparkles brightly for phono ops. Wax spills in slow tempo as Bee's pipes trill the soft and tender wordage in effective manner. Song itself is very vibrant and full of deep meaning—Bee's rendition bears it out adequately. Flip is the standard "Don't Blame Me", with Bee turning in another able performance. Top side is the one with the winning potential.

"Raggedy Ann" (2:56)
"Highway To Love" (2:50)
HELEN CARROLL and THE SATISFIERS
(Victor 20-2915)

● Pair of sides ops might use as fair filler material are these offered in pleasing fashion by Helen Carroll and The Satisfiers. Both sides spill in mellow metro suitable for the dance and listener crowd alike. Top deck is the one which holds the promise, the cute lyrics of "Raggedy Ann" make for easy listening throughout. Flip, "Highway To Love" weaves around the title with the group displaying their vocal harmony in capable manner. Orchestral backing by Russ Case spikes the platter and adds to its possibilities. Ops that have the spots should lend an ear.

"Tequila" (2:51)
"Crime Doesn't Pay" (2:55)
LEE TULLY
(Harmonia 1654)

● Pair of novelty sides replete with the stuff that makes for laughter and merriment are these offered in favorable manner by Lee Tully. Top deck, titled "Tequila" spills in Latin tempo with Lee offering the lilting lyrics. Vocal spot is heavy and altho it doesn't balance well, it is fairly attractive as it stands. Flip, "Crime Doesn't Pay" has Lee reiterating the song title in affable fashion with appropriate ork backing throughout. Both sides of this platter won't stop traffic, altho they can be used in those spots that have a call for music of this brand.

Only Records Considered Best Suited To The Requirements Of The Trade Are Reviewed On These Pages.

NEW YORK:

We've been spouting about the immense proportions of the juke box business for quite some time now, when the other day a sudden thought struck us. "How often," we asked ourselves, "do juke box operators change records in their machines?" We checked around and came up with some very strong information. On the average, a music op changes between two and four recordings in each of their machines every week. With approximately 500,000 juke boxes in active use throughout the country, the above basis credits the coin machine market with a minimum of 1,000,000 record sales per week—and continuing that thought, a minimum of 52,000,000 record sales per year. It probably would be hard as the devil to ascertain just how many records were sold to music ops this past year, but nevertheless, the above figures certainly bear out the importance of the automatic music industry. It should be noted that we are not taking into consideration the many more outlets for recordings thru automatic music system, industrial music, professional outlets and wall and bar boxes. As one wise sage in the disk biz put it, "Show me a record company that feels they can sluff the juke box operator and I'll show you a fool."

* * * * *

Henry Okun, who has handled the record exploitation and promotion of Art Mooney's smash MGM disking of "Four Leaf Clover", "Baby Face" and "Blue Bird Of Happiness", has severed all connections with the "genial Irish gentleman." Okun, who in the past has handled record campaigns for Benny Goodman, Claude Thornhill, Vaughn Monroe, Stan Kenton, Jack Smith, Francis Craig and others, plans on opening a record exploitation office in New York City, to handle a limited and selected number of clients. . . . The way that gang at Decca carries on! Seems to me that they can lay claim to being one of the happiest outfits around. . . . Bobby Mellin and Carl LeBow all excited over the wonderful reaction shown their "Hair of Gold" disking. Bobby heads Mellin Music, while Carl is the major domo at Metrotone Records. And the kid that sings, Jack Emerson, real Hollywood material. . . . Sam Donahue's "Saxa-Boogie" getting wonderful play in the south. . . . Monica Lewis knocking 'em daid at the Copacabana while her Decca Records continue whirling at a merry pace. . . . Have ya heard Tiny Grimes' "Old Black Magic" on Atlantic? Really kicking up a storm in bop circles. . . . Top Records names Seaboard Dist. in Connecticut and Mass. Music Dist. Co., with their smash "When I Get You Alone Tonight" going like mad. . . . Benny Goodman bowls 'em over at the White Plains Country Center.

* * * * *

CHICAGO:

The College Inn of the Sherman Hotel, a leading spot in Chicago's night life for over 38 years will be closed indefinitely this coming July 5. The closing was partly due to the 20 per cent cabaret tax, which the hotel management feels is an unjust imposition. No decision has been made as to whether or not the Inn will be opened later in the year as a restaurant only...People in Chi can look forward to many happy hours to be spent in the theatres this summer. Dick Haymes came into the Oriental for a week in July...ditto Vaughn Monroe....Peggy Lee and Dave Barbour due on stage of the Chicago Theatre this month....Kay Thompson and the Williams Brothers doing a return engagement at the Blackstone....Victor's lovely songstress Jane Harvey taking her share of bows at the Chez Paree....Charlie Spivak. currently in Minneapolis stops off in Milwaukee before opening his engagement at the Aragon in late July....Sonny Thompson and Memphis Slim, setting the pace on Miracle Records planning a joint nationwide tour in the next few weeks.

* * * * *

Joe Whalen, veteran song man who for the past three years managed the Chicago office for Bregman, Vocco and Conn, leaves for Toronto within the next month. Joe is setting up a coast to coast organization in the north country to represent several top-flight record companies and to exploit the catalogs of a few outstanding music publishers....Chester Conn in Chi, getting the BVC and Triangle firms set up for the summer and fall schedules. ...Monroe Passis of Chord Distribs tells us that "You Call Everybody Darlin'" is really catching on around town....Chord is the one distributor in town who has a man on the job contacting juke box ops.

* * * * *

LOS ANGELES:

Art Rupe, prexy of Specialty Records, back from the NAMM show reports that the folks in Chi went crazy over his "You Don't Love Me" disking by Camille Howard....General consensus of opinion around town is that altho bootlegging of platters has more or less slowed down, enough of it still exists to cause local diskers to continue taking aspirin....Modern Records' traveling family, the Bihari's on the road again. Joe in New York, Saul en route to New York, Florette and Roz on vacation and Jules holding down the home office....Ben Pollack of Jewel platters still ga-ga with his disks riding the boxes like mad....Capitol Records' Dan Anderson very hush-hush about something. Could be another "Nature Boy"?...Leon Rene of Exclusive platters excited over "Gloria" bound to break in pop circles soon....Jim Warren of Central Record Sales Company doing a wonderful job....Folks out this way continue to bask in their glory as the wonderful L. A. weather holds up.

COLUMBIA "LP" PLAN DOES NOT INCLUDE PHONO BIZ AT PRESENT

Ops Query Adaptability of Long Play Platters To Automatic Music Systems

NEW YORK — Music operators throughout the nation this past week continued to wonder and speculate as to whether or not Columbia Records "LP" (long play) recordings could be adapted to the uses of the juke box industry.

Altho no announcement was made from Columbia Records concerning the possibilities of the automatic music industry using Columbia's LP disks, music men generally voiced the opinion that the plan would not meet with general approval of phonograph customers.

The Columbia LP platters, a non-breakable Microgroove phonograph record which plays 27 minutes on a ten inch double faced record, with full fidelity and absence of distortion, was demonstrated to the press this past weekend. The new record, is capable of producing entire symphonies and concertos as well as the complete score of a Broadway musical on a single record. At the press demonstration, Edward Wallerstein, Chairman of the Board of Columbia Records, disclosed that a wide and representative library of selections from his company's catalog is immediately available on LP Microgroove records. The selections include a wide variety of classical and popular numbers.

A newly developed low priced record player adaptable to any existing radio or radio-phono combination is required for the LP recordings, which turn at 33 1/3 revolutions per minute instead of the conventional 78 rpm.

The Columbia LP recording is set to retail at $2.85 for the 10" platter, in the popular field.

"Our company's main plant in Bridgeport, Conn., has been engaged for the past several months in pressing the new LP's for nationwide distribution," Mr. Wallerstein said. "Other selections will be added to the list steadily and in the near future a large portion of Columbia's vast catalog will be available on this new miracle of electronic recording."

DYNAMITE ON WAX!
UP AND COMING KING HITS!
KING 4222
FEELING MELLOW
BACKED BY
LAWDY MAMA
Marie Henderson
ORDER NOW FROM YOUR NEAREST KING BRANCH.
KING
1540 BREWSTER AVE.
CINCINNATI 7, OHIO

PROOF POSITIVE
THE EXPERTS AGREE!!!
THE CASH BOX
JUNE 24TH
— SLEEPER OF THE WEEK —
"YOU CALL EVERYBODY DARLIN'"
Backed by "LINGER AWHILE"
AL TRACE REGENT 117
THE BILLBOARD
ADVANCE RECORD POSSIBILITIES
"YOU CALL EVERYBODY DARLIN'"
Here's an indie item that's gathering steam. And Al Trace, who's been plodding the ork path for a good number of years, may have the lucky platter that'll move him up there. It grows on you.
AL TRACE REGENT 117
"ONE SPOT" — TIP POOL SURVEY
JUNE 17th—COMING UP FAST
"YOU CALL EVERYBODY DARLIN'"
by AL TRACE — REGENT RECORD 117
Reached # 15 on Disc Hits this week and is climbing very rapidly to the big hit division. It started off with a bang as reported June 6th.
DEMAND THE ORIGINAL
DON'T ACCEPT SUBSTITUTES
THERE'S A REGENT DISTRIBUTOR NEAR YOU
Some Territory Available For Distributors
REGENT RECORDS INC.
58 MARKET ST., NEWARK, N. J. Phone Mitchell 2-4179—2-6096

JUKE BOX REGIONAL RECORD REPORT

The Ten Top Records-City by City

JULY 3, 1948

New York, N. Y.

1. YOU CAN'T BE TRUE, DEAR *(Ken Griffin)*
2. NATURE BOY *(King Cole)*
3. WOODY WOODPECKER *(Kay Kyser)*
4. MY HAPPINESS *(Jon & Sondra Steele)*
5. LITTLE WHITE LIES *(Dick Haymes)*
6. ST. LOUIS BLUES MARCH *(Tex Beneke)*
7. HAUNTED HEART *(Perry Como)*
8. LOVE SOMEBODY *(Doris Day-Buddy Clark)*
9. PUT 'EM IN A BOX *(King Cole)*
10. YOU CALL EVERYBODY DARLIN' *(Al Trace)*

Chicago, Ill.

1. YOU CAN'T BE TRUE, DEAR *(Ken Griffin)*
2. WOODY WOODPECKER *(Kay Kyser)*
3. NATURE BOY *(King Cole)*
4. MY HAPPINESS *(Jon & Sondra Steele)*
5. LITTLE WHITE LIES *(Dick Haymes)*
6. PUT 'EM IN A BOX *(Eddy Howard)*
7. JUST BECAUSE *(Frank Yankovic)*
8. TOOLIE OOLIE DOOLIE *(Andrews Sisters)*
9. TELL ME A STORY *(Sammy Kaye)*
10. THE DICKEY BIRD SONG *(Dell Trio)*

Los Angeles, Cal.

1. YOU CAN'T BE TRUE, DEAR *(Ken Griffin)*
2. NATURE BOY *(King Cole)*
3. WOODY WOODPECKER *(Kay Kyser)*
4. PUT 'EM IN A BOX *(King Cole)*
5. TELL ME A STORY *(Sammy Kaye)*
6. MY HAPPINESS *(Jon & Sondra Steele)*
7. LITTLE WHITE LIES *(Dick Haymes)*
8. HAUNTED HEART *(Bing Crosby)*
9. TOOLIE OOLIE DOOLIE *(Andrews Sisters)*
10. THE DICKEY BIRD SONG *(Freddy Martin)*

Cleveland, O.

1. WOODY WOODPECKER *(Kay Kyser)*
2. YOU CAN'T BE TRUE, DEAR *(Ken Griffin)*
3. NATURE BOY *(King Cole)*
4. WILLIAM TELL OVERTURE *(Spike Jones)*
5. LOVE SOMEBODY *(Doris Day-Buddy Clark)*
6. ST. LOUIS BLUES MARCH *(Tex Beneke)*
7. MY HAPPINESS *(Jon & Sondra Steele)*
8. BECAUSE *(Perry Como)*
9. JUST BECAUSE *(Frank Yankovic)*
10. THE DICKEY BIRD SONG *(Freddy Martin)*

Atlantic City, N. J.

1. MY HAPPINESS *(Jon & Sondra Steele)*
2. LITTLE WHITE LIES *(Dick Haymes)*
3. SAXA-BOOGIE *(Sam Donahue)*
4. WOODY WOODPECKER *(Kay Kyser)*
5. BECAUSE *(Perry Como)*
6. NATURE BOY *(King Cole)*
7. HAUNTED HEART *(Jo Stafford)*
8. CRYING FOR JOY *(Dinah Shore)*
9. SERVES ME RIGHT *(Buddy Johnson)*
10. TEA LEAVES *(Ella Fitzgerald)*

Stamford, Conn.

1. MY HAPPINESS *(Jon & Sondra Steele)*
2. TOMORROW NIGHT *(Lonnie Johnson)*
3. WOODY WOODPECKER *(Kay Kyser)*
4. BOUQUET OF ROSES *(Eddy Arnold)*
5. YOU CAN'T BE TRUE, DEAR *(Dick Haymes)*
6. LITTLE WHITE LIES *(Dick Haymes)*
7. TOOLIE OOLIE DOOLIE *(Andrews Sisters)*
8. GOOD ROCKIN' TONIGHT *(Wynonie Harris)*
9. BECAUSE *(Perry Como)*
10. RUN, JOE *(Louis Jordan)*

Philadelphia, Pa.

1. MAYBE YOU'LL BE THERE *(Gordon Jenkins)*
2. WOODY WOODPECKER *(Kay Kyser)*
3. LOVE SOMEBODY *(Doris Day-Buddy Clark)*
4. I SOLD MY HEART TO THE JUNKMAN *(Basin St. Boys)*
5. NATURE BOY *(King Cole)*
6. TIME OUT FOR TEARS *(Savannah Churchill)*
7. I WANT TO CRY *(Savannah Churchill)*
8. NOW IS THE HOUR *(Gracie Fields)*
9. MY HAPPINESS *(Jon & Sondra Steele)*
10. DONNA BELLA *(Buddy Kaye)*

San Antonio, Tex.

1. NATURE BOY *(King Cole)*
2. YOU CAN'T BE TRUE, DEAR *(Ken Griffin)*
3. MY HAPPINESS *(Jon & Sondra Steele)*
4. JUST BECAUSE *(Eddy Howard)*
5. TOOLIE OOLIE DOOLIE *(Andrews Sisters)*
6. LOVE SOMEBODY *(Doris Day-Buddy Clark)*
7. LITTLE WHITE LIES *(Dick Haymes)*
8. BABY FACE *(Art Mooney)*
9. DICKEY BIRD SONG *(Freddy Martin)*
10. I WANT TO CRY *(Savannah Churchill)*

Madison, Wisc.

1. YOU CAN'T BE TRUE, DEAR *(Ken Griffin)*
2. MY HAPPINESS *(The Pied Pipers)*
3. NATURE BOY *(King Cole)*
4. LITTLE WHITE LIES *(Dick Haymes)*
5. WOODY WOODPECKER *(Kay Kyser)*
6. TOOLIE OOLIE DOOLIE *(The Sportsmen)*
7. SABRE DANCE *(Macklin Marrow)*
8. CONFESS *(Hal McIntyre)*
9. TELL ME A STORY *(Vic Damone)*
10. BABY FACE *(Art Mooney)*

Indianapolis, Ind.

1. YOU CAN'T BE TRUE, DEAR *(Ken Griffin)*
2. NATURE BOY *(King Cole)*
3. MY HAPPINESS *(The Pied Pipers)*
4. LITTLE WHITE LIES *(Dick Haymes)*
5. NOW IS THE HOUR *(Eddy Howard)*
6. BABY FACE *(Art Mooney)*
7. THE DICKEY BIRD SONG *(Freddy Martin)*
8. TOOLIE OOLIE DOOLIE *(Andrews Sisters)*
9. TELL ME A STORY *(Sammy Kaye)*
10. WOODY WOODPECKER *(Kay Kyser)*

Deadwood, S. D.

1. YOU CAN'T BE TRUE, DEAR *(Ken Griffin)*
2. NATURE BOY *(King Cole Trio)*
3. TOOLIE OOLIE DOOLIE *(The Sportsmen)*
4. TELL ME A STORY *(Sammy Kaye)*
5. NOW IS THE HOUR *(Margaret Whiting)*
6. ST. LOUIS BLUES MARCH *(Tex Beneke)*
7. BABY FACE *(Art Mooney)*
8. LITTLE WHITE LIES *(Dick Haymes)*
9. HAUNTED HEART *(Jo Stafford)*
10. SUSPICION *(Jo Stafford)*

Paducah, Ky.

1. YOU CAN'T BE TRUE, DEAR *(Ken Griffin)*
2. MY HAPPINESS *(Jon & Sondra Steele)*
3. CONFESS *(Doris Day-Buddy Clark)*
4. LOVE SOMEBODY *(Doris Day-Buddy Clark)*
5. WHY DON'T YOU DO RIGHT *(Benny Goodman)*
6. BABY FACE *(Art Mooney)*
7. TOOLIE OOLIE DOOLIE *(Andrews Sisters)*
8. PUT 'EM IN A BOX *(King Cole)*
9. IT'S MAGIC *(Doris Day)*
10. ALL OF ME *(Frank Sinatra)*

Washington, D. C.

1. NATURE BOY *(King Cole)*
2. YOU CAN'T BE TRUE, DEAR *(Ken Griffin)*
3. TOOLIE OOLIE DOOLIE *(Andrews Sisters)*
4. LITTLE WHITE LIES *(Dick Haymes)*
5. LAROO LAROO LILLI BOLERO *(Peggy Lee)*
6. ALL OF ME *(Frank Sinatra)*
7. MELODY TIME *(Vaughn Monroe)*
8. PUT 'EM IN A BOX *(King Cole)*
9. JUST BECAUSE *(Frank Yankovic)*
10. IT'S MAGIC *(Doris Day)*

Toledo, O.

1. MY HAPPINESS *(Jon & Sondra Steele)*
2. LITTLE WHITE LIES *(Dick Haymes)*
3. TOOLIE OOLIE DOOLIE *(Vaughn Norton)*
4. SAXA BOOGIE *(Sam Donahue)*
5. NATURE BOY *(King Cole)*
6. TEA LEAVES *(Alan Dale)*
7. FAR CRY *(Buddy Johnson)*
8. BECAUSE *(Perry Como)*
9. JUST LIKE THAT *(Johnny Long)*
10. PUT 'EM IN A BOX *(Doris Day)*

Baltimore, Md.

1. YOU CAN'T BE TRUE, DEAR *(Ken Griffin)*
2. MY HAPPINESS *(Jon & Sondra Steele)*
3. WOODY WOODPECKER *(Kay Kyser)*
4. NATURE BOY *(King Cole)*
5. YOU CALL EVERYBODY DARLIN' *(Al Trace)*
6. MAYBE I LOVE YOU *(Judy Tremaine)*
7. BECAUSE *(Perry Como)*
8. TOMORROW NIGHT *(Lonnie Johnson)*
9. PUT 'EM IN A BOX *(King Cole)*
10. IT'S MAGIC *(Doris Day)*

Miami, Fla.

1. MY HAPPINESS *(Jon & Sondra Steele)*
2. YOU CAN'T BE TRUE, DEAR *(Ken Griffin)*
3. MAYBE I LOVE YOU *(Judy Tremaine)*
4. TOMORROW NIGHT *(Lonnie Johnson)*
5. NATURE BOY *(King Cole)*
6. SABRE DANCE *(Woody Herman)*
7. NOW IS THE HOUR *(Gracie Fields)*
8. JUST BECAUSE *(Frank Yankovic)*
9. PUT 'EM IN A BOX *(Eddy Howard)*
10. JUST LIKE THAT *(Johnny Long)*

Charlotte, N. C.

1. YOU CAN'T BE TRUE, DEAR *(Ken Griffin)*
2. LOVE SOMEBODY *(Doris Day-Buddy Clark)*
3. THAT AIN'T RIGHT *(Frankie Laine)*
4. MY HAPPINESS *(Jon & Sondra Steele)*
5. CONFESS *(Patti Page)*
6. MAYBE I LOVE YOU *(Judy Tremaine)*
7. WOODY WOODPECKER *(Kay Kyser)*
8. SABRE DANCE *(Woody Herman)*
9. NOW IS THE HOUR *(Eddy Howard)*
10. HAUNTED HEART *(Jo Stafford)*

Phoenix, Ariz.

1. YOU CAN'T BE TRUE, DEAR *(Ken Griffin)*
2. MY HAPPINESS *(Jon & Sondra Steele)*
3. WOODY WOODPECKER *(Kay Kyser)*
4. SABRE DANCE *(Woody Herman)*
5. HAUNTED HEART *(Perry Como)*
6. LOVE SOMEBODY *(Doris Day-Buddy Clark)*
7. NOW IS THE HOUR *(Eddy Howard)*
8. THAT AIN'T RIGHT *(Frankie Laine)*
9. TERESA *(Vic Damone)*
10. LAROO LAROO LILLI BOLERO *(Peggy Lee)*

Seattle, Wash.

1. YOU CAN'T BE TRUE, DEAR *(Ken Griffin)*
2. MY HAPPINESS *(Jon & Sondra Steels)*
3. LITTLE WHITE LIES *(Dick Haymes)*
4. ST. LOUIS BLUES MARCH *(Tex Beneke)*
5. NATURE BOY *(King Cole)*
6. WOODY WOODPECKER *(Kay Kyser)*
7. JUST BECAUSE *(Frank Yankovic)*
8. PUT 'EM IN A BOX *(King Cole)*
9. RUN JOE *(Louis Jordan)*
10. TELL ME A STORY *(Sammy Kaye)*

Detroit, Mich.

1. MY HAPPINESS *(Jon & Sondra Steele)*
2. YOU CAN'T BE TRUE, DEAR *(Ken Griffin)*
3. WOODY WOODPECKER *(Kay Kyser)*
4. NATURE BOY *(King Cole)*
5. PUT 'EM IN A BOX *(King Cole)*
6. LOVE SOMEBODY *(Doris Day-Buddy Clark)*
7. CONFESS *(Patti Page)*
8. TELL ME A STORY *(Sammy Kaye)*
9. LITTLE WHITE LIES *(Dick Haymes)*
10. ST. LOUIS BLUES MARCH *(Tex Beneke)*

St. Louis, Mo.

1. MY HAPPINESS *(Jon & Sondra Steele)*
2. YOU CAN'T BE TRUE, DEAR *(Ken Griffin)*
3. LOVE SOMEBODY *(Doris Day-Buddy Clark)*
4. NATURE BOY *(King Cole)*
5. LITTLE WHITE LIES *(Dick Haymes)*
6. JUST BECAUSE *(Frank Yankovic)*
7. SABRE DANCE *(Woody Herman)*
8. TELL ME A STORY *(Sammy Kaye)*
9. ALL OF ME *(Frank Sinatra)*
10. ST. LOUIS BLUES MARCH *(Tex Beneke)*

New Orleans, La.

1. MY HAPPINESS *(Jon & Sondra Steele)*
2. YOU CAN'T BE TRUE, DEAR *(Ken Griffin)*
3. NATURE BOY *(King Cole)*
4. WOODY WOODPECKER *(Kay Kyser)*
5. SABRE DANCE *(Woody Herman)*
6. ST. LOUIS BLUES MARCH *(Tex Beneke)*
7. TOMORROW NIGHT *(Lonnie Johnson)*
8. LITTLE WHITE LIES *(Dick Haymes)*
9. HAUNTED HEART *(Perry Como)*
10. MAYBE I LOVE YOU *(Judy Tremaine)*

Albuquerque, N. M.

1. MY HAPPINESS *(Jon & Sondra Steele)*
2. YOU CAN'T BE TRUE, DEAR *(Ken Griffin)*
3. SABRE DANCE *(Woody Herman)*
4. WOODY WOODPECKER *(Kay Kyser)*
5. LITTLE WHITE LIES *(Dick Haymes)*
6. NATURE BOY *(King Cole)*
7. TOMORROW NIGHT *(Lonnie Johnson)*
8. RUN JOE *(Louis Jordan)*
9. MAYBE I LOVE YOU *(Judy Tremaine)*
10. OUT OF THE BLUE *(Hadda Brooks)*

Oklahoma City, Okla.

1. MY HAPPINESS *(Jon & Sondra Steele)*
2. NATURE BOY *(King Cole)*
3. YOU CANT BE TRUE, DEAR *(Ken Griffin)*
4. NOW IS THE HOUR *(Gracie Fields)*
5. TEA LEAVES *(Alan Dale)*
6. BECAUSE *(Perry Como)*
7. ST. LOUIS BLUES MARCH *(Tex Beneke)*
8. THE DICKEY BIRD SONG *(Freddy Martin)*
9. OUT OF THE BLUE *(Hadda Brooks)*
10. LITTLE WHITE LIES *(Dick Haymes)*

Cleveland Phono Merchants Select "You Were Only Fooling" As July Hit Tune

JACK COHEN
President,
Cleveland Phono Merchants Assoc.

CLEVELAND, O,—Jack Cohen, president of the Cleveland Phonograph Merchants Association, this past week disclosed that "You Were Only Fooling," recorded on MGM Records by Blue Barron and his orchestra, had been selected by the trade association as the Hit Tune for the Month of July.

This recording has already given indication of becoming popular in Cleveland, and has received considerable notice from record fans.

Promotion of the tune is in the hands of Sanford Levine, CPMA vice-president and chairman of the association advertising committee. Main promotion will be done by placing "You Were Only Fooling" with special title strips in the more than 3,000 juke boxes throughout the Greater Cleveland area.

THAT RECORD SMELLS!

NEW YORK—The next time you hear somebody exclaim "that record smells"—you can take it for granted that it does.

Bob Duberstein, vee pee of Modern Record Distributors, this city, this past week disclosed to the trade that his firm is currently working on a promotion tie-up with several leading perfume firms to put out records that —smell.

Aroma of each platter will coincide with the type of song offered on each recording. Delicate, fragrant songs will fairly reek with the odor of "Heavenly Bliss," while jazzy ditties might smell of "Swish" etc.

Plans as yet have not been disclosed just how the perfume odor will escape from the recording. The perfume might be placed in a vial on the record label or manufactured right with the biscuit itself.

DYNAMITE ON WAX!
UP AND COMING KING HITS!
KING 708
DARBY'S RAM
BACKED BY
TAKE IT ON OUT THE DOOR
Grandpa Jones and Delmore Bros.
ORDER NOW FROM YOUR NEAREST KING BRANCH.
KING 1540 BREWSTER AVE. CINCINNATI 7, OHIO

COIN-NATURALS!
BILLY ECKSTINE
9049 "SOPHISTICATED LADY"
"JITNEY MAN"
CHARLIE VENTURA
9048 "EAST OF SUEZ"
"I'LL NEVER BE THE SAME"
HANK D'AMICO
9047 "HANK'S PRANKS"
"JUKE BOX JUDY"
GRACE SMITH
9046 "COMPETITION BLUES"
"BABY, YOU'RE JUST MY SPEED"
(watch for release dates)
NATIONAL Records
ORDER FROM YOUR NEAREST NATIONAL DISTRIBUTOR
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DELMAC RECORD CO.
1515 HOWARD ST., CHICAGO 26, ILL.

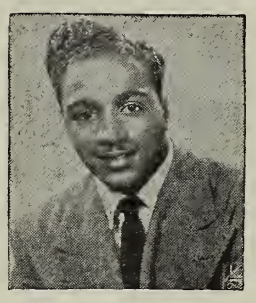
Standard Songs are MONEY MAKERS!
"FINE AND DANDY"
Recorded By
MEL TORME—Musicraft
BENNY GOODMAN—Capitol
ART TATUM—Asch
Published By:
HARMS, INC.
MUSIC PUBLISHERS HOLDING CORP.
NEW YORK, N. Y.

Awarded for the Best Record of 1947
VITAcoustic
MEANS
"LIVING SOUND"

THE CASH BOX Race Record Reviews

RACE DISK O' THE WEEK

"How Did She Look" (2:56)
"Never In A Million Years" (2:55)
LESLIE SCOTT with COLEMAN HAWKINS ORCH.
(Victor 20-2919)



LESLIE SCOTT

● The silvery gilded pipes of Leslie Scott combined with the gala orchestral support of the Coleman Hawkins ork will definitely put this piper on the map as a top notch nickel nabber. It's the top deck that looms as the big winner, with Leslie spooning the magic wordage of "How Did She Look" in beautiful fashion. The balladeer's smooth, full fashioned delivery emphatically shows his sincere and excellent vocal qualities in high light on this platter. Ditty, a strong ballad is gilded with loads of deep meaning which Leslie shows to wonderful advantage. Solo spot by Coleman Hawkins on the sax adds to the tunes winning ways all the more. Flip an oldie titled "Never In A Million Years" has the pair, Leslie and Coleman, back again in grand manner for another possible winner. Ops should remember this ditty well since it scored heavily not too long ago. "How Did She Look" is bound to attract a ton of coin play and put the spotlight on Leslie Scott. Latch on!

"Would It Be Asking Too Much" (2:41)
"Star Dust"
DELTA RHYTHM BOYS
(Decca 25395)

● Pair of favorable sides by the Delta Rhythm Boys spring out here with the offering of "Would It Be Asking Too Much" and "Star Dust" needling the wax. Topside spills in slow harmonic tones that satisfy, with the group displaying their tender tones in beautiful fashion. Song itself won't stop traffic, but nevertheless it does make for pleasant listening. Flip is the ever loving standard "Star Dust," with the vocal combo back again for another mellow performance. Altho the platter itself won't arouse loads of phono action, ops who need fillers might go for this duo.

"Telegram Blues" (2:31)
"Good Boy" (2:51)
BROWNIE McGHEE
(Disc 6088)

● Sharp heavy tones of Brownie McGhee and a pair of blues sides that should boost ops phono take. Topside, titled "Telegram Blues" spills around the title with Brownie offering the slow, shuffle wordage in able fashion. Ditty whirls in stock race tempo with adequate ork backing furnished by a guitar and piano filling the background. Flip, "Good Boy" has Brownie parroting the top deck with another slow, weary waxing. It's blues at its best and sure to come in for its fair share of phono play. Take note of the balladeer's wide popularity—then run out and latch on!

"Close Your Eyes" (2:56)
"Tea For Two" (2:47)
SYLVIA SIMS
(DeLuxe 1113)

● Throaty warbling of chirp Sylvia Sims and a pair of sides which might be used to ops' advantage. Wax, titled "Close Your Eyes' and the old favorite "Tea For Two" shows the thrush in top vocal manner as she purrs the heavy romantic wordage. Top deck, a slow deep piece should make the quiet crowd stand up and take notice. Wordage of the song itself makes for favorable listening pleasure, while the top notch ork backing adds luster and polish to the platter. Flip has Sylvia spooning the magic wordage of "Tea For Two" in her own inimitable styling. Top deck is the one to watch.

"I Can't Go On Without You" (2:50)
"Fare Thee Well, Deacon Jones" (2:49)
BULL MOOSE JACKSON
(King 4230)

● Here's another bell-ringer for music ops—and a sure one at that! It's Bull Moose Jackson on stage again with a pair that rate like a spade flush. Actually this pair deserve more "splash" than just a regular review—it's that good. Jackson's top notch tonsils spill in glowing manner on the top deck, "I Can't Go Without You," to beckon an avalanche of phono play. Fervent feeling that Jackson displays in his rendition spikes the platter, with the strong, depth and meaning in his delivery assuring its phono success. Wax spills in slow mood, with some excellent orchestral backing rounding out the side. Flip shows as another comer, with Jackson back again for the offering of "Fare Thee Well, Deacon Jones." Ditty is built on a spiritual message, with the wordage coming in for a load of laughter and merriment. Don't miss the top deck —it's a cinch to clinch with your phono fans.

"Walkin' In A Daze" (2:38)
"La Danse" (2:44)
HOT LIPS PAGE ORCH.
(Columbia 30130)

● Hep vocal flavor and the solid beat of Hot Lips Page and his boys showcase this pair and spell heavy phono play for music ops. Long missing from the phonos as a name attraction, this duo should sked Page and his boys into the limelight again. Top deck, "Walkin' In A Daze" weaves in slow tempo with Hot Lips howling the blues lyrics. Page puts all the riff and holler one can want into his vocal spot to shine brightly throughout the platter. Flip, an all instrumental bit has the crew displaying their instrumental wares in first rate manner, with the maestro taking the spotlight himself on a sharp horn spot which glows. Beat is mellow and fast, and just right for the crowd that loves to jump. Both sides are a blue ribbon package of wax—lend an ear in this direction.

THE CASH BOX REPORTS THE NATION'S BIG 5 HILLBILLY FOLK & WESTERN JUKE BOX TUNES

1. **BOUQUET OF ROSES**
Eddy Arnold
(Victor 20-2806)

2. **ANYTIME**
Eddy Arnold
(Victor 20-2700)

3. **TEXARKANA BABY**
Eddy Arnold
(Victor 20-2806)

4. **SWEETER THAN THE FLOWERS**
Moon Mullican
(King)

5. **OKLAHOMA WALTZ**
Johnny Bond
(Columbia 38160)

ADDITIONAL TUNES LISTED BELOW IN ORDER OF POPULARITY

SEAMAN'S BLUES
Ernest Tubb
(Decca 46119)

SUSPICION
Tex Williams
(Capitol 40109)

WHAT A FOOL I WAS
Eddy Arnold
(Victor 20-2700)

JOHN'S OTHER WIFE
Johnny Bond
(Columbia 38160)

SIGNED, SEALED & DELIVERED
Cowboy Copas
(King 658)

Short Shots From The Hills & Plains

Milton Estes and his Musical Millers will play in Mississippi and Tennessee early next month. Roy Acuff is scheduled for a slew of Indiana dates. Most of Acuff's time these days is being spent at his $150,000 investment, Dunbar Cave. He has made it into a first class recreation center with regular folk music shows, tours of the cave, outdoor eating places, swimming etc. And the recent flurry of publicity over his possible nomination as Tennessee Governor on the Republican ticket hasn't hurt his crowds any. Roy reportedly drew over 7,000 one Sunday date ago. ...Cowboy Copas, Whitey Ford combine talents in a show that will play in Virginia, Pennsylvania and Michigan. About the middle of next month will join NBC-Grand Ole Opry comedian Rod Brasfield to round out the month with dates in Tennessee, Virginia and Kentucky....Eddy Arnold has 11 one-nighters scheduled in Arkansas....The York Brothers appearing in Virginia following which they move to West Va., and Missouri.

* * *

Jack Day reports large stacks of mail at his early morning show at WFIL, Philadelphia, 6:15 A.M. Most requested tunes on the program are "Teardrops In My Heart" and "Toolie Oolie Doolie". Jack incidentally has both songs on MGM wax, back to back. He is featured on that top show, Hayloft Hoedown, directly from Phillie....Eddie Smith, formerly with the Radio Rubes is recovering from his recent automobile accident in which he was severely injured....The Howard Brothers, Walter and Eddie are back in New York after an absence of several years. They have been making the Philadelphia area their headquarters during this time.

* * *

Ray Smith broke all existing records at the Broadway Hofbrau in New York. His current hit on National Records, "Hell's Fire" is zooming him and his Pinetoppers to the top brackets in the folk field....Jimmy Dale and His Prides of the Prairie are currently playing at the Casa Blanca in Newark, N. J....Rosalie Allen is the very proud mother of a beautiful girl. Congrats to Rosalie and Malcom, a grand pair....Jimmie Hinchee in for a visit from Mississippi....Erwin doing a bang up job as disk jockey on WKBW, Buffalo, New York.

* * *

Sam Martin is all smiles lately due to the great showing of his new tune, "You Call Everybody Darlin' ". It was Al Trace's Regent recording that started the noise off...Floyd Tillman going places with his latest Columbia Release "I Love You So Much It Hurts"....Paul Cohen, Decca folk topper ga-ga about that smash recording of "The Last Thing I Want Is Your Pity." Decca is releasing the platter as a mystery disk under the flag of the "Yokum Brothers." Supposed to be a very top-notch pop artists....Tex Fletcher's latest, "Cactus Sue" showing strongly in the East. Ditty was penned by Dave Miller, well known folk disk jockey at WAAT, Newark, N. J....T. Texas Tyler has done it again with his latest 4-Star platter "Daddy Gave My Dog Away." Tex Williams into Carnegie Hall in New York City this coming July.

* * *

Johnny Bond going great guns with his double-decker smash Columbia platter, "John's Other Wife" and "Oklahoma Waltz"....Lew Childre will take his unique brand of comedy song into Virginia, Maryland, North Carolina and West Virginia....Bill Monroe skedding dates in Tennessee.... Eddy Arnold really riding high on the folk and western hit parade with "Bouquet of Roses", "Anytime" and "Texarkana Baby" going like wildfire. ...Have ops noticed the length of Cowboy Copas sensational popularity with "Signed, Sealed and Delivered". Ditty is pretty much of a "standard" by now and continues to catch coin everywhere....Wha' hoppeen to Red Foley and Cliffie Stone? Haven't heard about or from them in quite some time.

from Walt Disney's MELODY TIME

BLUE SHADOWS ON THE TRAIL

an OUTSTANDING record line-up:

BING CROSBY.....Decca 24433
BUDDY CLARK.....Columbia 38170
DENNY DENNIS.....London 223
VAUGHN MONROE.RCA Victor 20-2785
ART MOONEY.....MGM 10204
ANDY RUSSELL.....Capitol 15063
GENE AUTRY Columbia 20448
ROY ROGERS AND SONS OF PIONEERS RCA Victor 20-2780
FOY WILLING Majestic 6030

Published by

SANTLY-JOY Inc.
1619 Broadway, New York 19, N. Y.

"Folk" and "Western" RECORD REVIEWS

BULLSEYE of the WEEK

"Tennessee Moon"
"The Hope Of A Broken Heart"
COWBOY COPAS
(King 714)

● It's Cowboy Copas on deck again with another sensational nickel nubber! More waltz music from Cowboy, with the fond strains of "Tennessee Moon" ringing true throughout the platter to spell phono play for music ops. Ditty fits Cowboy's top notch song styling like a glove. Styled in much the same manner as his "Tennessee Waltz", Copas delivers some terrific vocal strains to set the stage. Flip shows as another possible winner as Cowboy sets with "The Hope Of A Broken Heart". Ditty is a folk lament with Copas displaying his usual fine manner in the song. "Tennessee Moon" is the side to ride with—hop on.

"Blow The Whistle, Ring The Bell"
"I Lost My Love"
GABE DRAKE AND THE HERDSMEN
(Republic 006)

● Pair of sides beckoning coin play in a big way are these offered here in gala styling by Gabe Drake and The Herdsmen. Topside is replete with laughter and merriment as the metro of "Blow The Whistle, Ring The Bell" weaves thru the wax. Ditty flourishes with loads of noises of whistles, bells and yodels. Flip slows down a bit with a vocal group purring the pretty wordage in grade A harmony. Ork backing on this side should draw loads of attention in music circles. Both sides rate ops avid listening attention.

"Rock And Rye"
"My Heart's As Cold As An Empty Jug"
TEX RITTER
(Capitol 15119)

● Sure fire winner for the phonos is this bit offered in sensational manner by Tex Ritter. Ditty, tagged "Rock and Rye" has Tex clowning his way thru a drunk comedy routine that scores like sixty. Flip, "My Heart's As Cold As An Empty Jug" shows Tex wailing the slow lament of this ode in favorable fashion. Take into account Tex's wide popularity and ops are sure to have a smash disking—especially so with "Rock and Rye."

"Skip To My Lou"
"Naughty Girl"
ESMERALDY
(Musicraft 571)

● Wonderful voice of Esmeraldy and a pair that should boost ops take in the machines. Traditional square dance rhythm of "Skip To My Lou" shows as a comer, with the chirp displaying her mellow pipes in nasal tones that satisfy. Flip is a pert novelty which shows the gal's versatile styling off to excellent advantage. Dig the title here for the bill of fare. Ops looking for a hypo in their spots would do well to get next to this.

Indies In Disk Biz Lead Way Despite Lack Of Pre-Ban Masters. Indies Point At Music Op As Top Disk Promotion Medium

"Small" Platteries Decry Hypo Tactics. Operate Song Promotion On Individual Merit Of Disk

NEW YORK—Despite a lack of record material and a large amount of masters, independent record companies continued to lead the way in the disk biz.

The continuing influx of hit recordings by independent record platteries, and the strong sphere of influence it has had on major diskeries reigned moreso at the present time, during a supposed lull in the record business, than ever before.

The recent popularity of such songs as "My Happiness," "You Can't Be True Dear" and "Sabre Dance" is known to be of great concern to the major platteries. Many of the latter are known to be watching the indies very closely, and when the spark of a potential song hit bursts, the majors have been learned to exercise pressure aimed at the direction of buying the master recordings.

Indie record companies as a group this past week pointed to the music operator market as one of the mediums responsible for the wide success of their songs. Many state that the promotion offered thru a juke box does not exist with the disk jockey or other sources and means of record exploitation.

A recent statement by Vic Damon, president of Damon Records, who recorded the smash hit "My Happiness" reads, "The newest of the labels, Damon Records, now nearing the million mark with the smash hit original, 'My Happiness' wishes to take issue with the majors by stating that more than 1,000 of the nation's best known disk jockeys have enthusiastically plugged our Jon and Sondra Steele recording of 'My Happiness'."

Mr. Damon was referring to a recent article in a leading weekly trade paper which stated that the "majors were burning anew at indies desperation tactics to hypo disks."

"We have no set formula for exploitation" he continued, "and we do not give away records to juke box operators. Those people (Ed. Note: the ops) know a hit when they hear one, as evidenced by the fact that more than 90% of all juke box operators chose the original.

"All we have done to promote our record is to advertise in trade papers modestly and send out complimentary vinylites to disk jockeys. We believe that most indies follow a similar procedure. We might add that 'My Happiness' reached the top strictly on merit against obvious and high-pressured attempts to hold it back.

"Speaking of 'hypo tactics,' exploitation, pressure and paid influence, we would like to know how records can reach the top, be in every juke box and record counter almost before the public has heard the tune or had a chance to pass on its merits?"

The major platteries meanwhile continue to feel the bite of the indies influx, thru their sales volume of recordings. Many majors, who can not climb on an indie hit recording, have felt the depth of the indies hit platters in sales, whereas prior to the disk ban, they would cut the song and thru the force of their distribution and top artist talent, sell a raft of recordings.

Bop and Race Music Sprout Wings—Sales At Top Peak

NEW YORK—The sensational rise to prominence of bop and race music recently pointed to the field as one of the top platter sellers in the current music market.

Altho many phonograph fans and disk buyers still shrug at progressive jazz and bop music, the field itself has come into its own. Music men point out that only thru this new medium of music, can musicians attain their greatest degree of versatility. Sales of platters in this field have fairly leaped in recent months and in many cases, outsold popular platters.

Harmonia Records Adds Distributors

Two important additions to its list of distributors have just been announced by Dr. Anthony Benis, president of Harmonia Records.

One of the nation's largest record distributing firms, David Rosen & Company of Philadelphia, has been given the Harmonia franchise for eastern Pennsylvania, while the New England States will be served henceforth by Mercury Distributors, Inc., from its warehouses in Boston and Hartford.

The two labels which have recently been taken over by Harmonia will continue to be sold under their original labels. These are the Sonart label, which consists of Yugoslav polkas, and the Amuke label, Ukrainian polkas. The combined catalog now consists of an impressive array of international favorites (Harmonia has a large Polish and Italian catalog) popular novelties and standards.

Apollo Skeds Spiritual Disk Promotion

NEW YORK—As a result of Mahalia Jackson's wax hit, "Dig A Little Deeper," Ralph Berson, general sales manager of Apollo Records, met with Miss Jackson and a group of Apollo record distributors at the NAMM convention and negotiated plans for a nationwide promotion of the "Deeper" number and her other fast moving spirituals.

Represented at the meeting, which was attended by Miss Jackson, were Roberts Record Dist. Co. of St. Louis; Barnett Dist. Co., of Baltimore; Pan American Dist. Co., of Detroit; Penn Midland Inc. of Pittsburgh; Harry Rosen Co., of Philadelphia; Klayman Dist. of Cincinnati, and the M & M Dist. Company of Green Bay, Wisc.

Plans for the promotion of the popular spiritual seller include disk jockey, music operator and dealer promotion.

Signature Records Set With New Plan Of Reorganization

Plattery Buys Many Indie Masters

NEW YORK—Signature Records, Inc., this past week was learned to be set with their new reorganization plan. The new plan, it is said, will allow the plattery to reorganize as an active firm without any ties which they had entered into when they filed petition for bankruptcy under the provisions of the Chanler Act.

It was learned that the organization had secured additional money, which would allow them to go ahead with plans for expansion. The figure obtained was reported to be $100,000.

Foremost in the company's plans is the long awaited move of the firm to its new quarters in Shelton, Conn., the site of a new pressing and compound factory. Signature will press its own compound, in addition to pressing platters for other firms. The diskery disclosed that a concrete plan will be announced in the very near future.

Meanwhile Signature this past week obtained a large amount of master recordings from a group on indie platteries. Among them, was the much heralded indie hit on Stellar Records, "Maybe I Love You," by Judy Tremaine.

"MY DONNA LEE"

hits the mark with BOB "Club 15" CROSBY vocalizing. On the back—an old favorite—" 'TIL WE MEET AGAIN". Ask for BULLET RECORD 1045.

BULLET RECORDS

423 Broad Street Nashville, Tenn.
Phone 6-4573

THE LUCKY 7--NATURALS

Bulls-Eye of the Week—The Cash Box

1. **"John's Other Wife"**
Recorded by
JOHNNY BOND—Columbia
JOHNNY MORRIS—Orpheus
2. **"The Little White House"**
(With The Little Green Blinds)
Recorded by
MILT HERTH-LARRY DOUGLAS—Decca
3. **"I'm A Lonely Little Petunia"**
Recorded by
DICK 'Two-Ton' BAKER—Mercury, LAWRENCE WELK—Decca, TOMMY TUCKER—Columbia, HARMONAIRES—Embassy, THE HAPPY GANG—Vic. (Can.)
4. **"Shoe Shine Shuffle"**
by Vaughn Horton, writer of Choo Choo Ch' Boogie, Toolie Oolie Doolie, John's Other Wife
Recorded by
PAT FLOWERS on RCA Victor # 20-2930
5. **"Gin Rummy Polka"**
Recorded by
TEMPTONES—Tower
6. **"Brother Bill"**
Reissued by Request
TONY PASTOR—RCA Victor
7. **"Tell Me Why"**
Recorded by
ALAN GERARD—National

CHERIO-RYTVOC Music Pub. 1585 B'wy, N.Y.

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UP AND COMING KING HITS!

KING 673
LEFT MY HEART IN TEXAS
BACKED BY
SWEETER THAN THE FLOWERS
Moon Mullican

ORDER NOW FROM YOUR NEAREST KING BRANCH.
KING 1540 BREWSTER AVE. CINCINNATI 7, OHIO

CONFESS

BUDDY CLARK and DORIS DAY—COLUMBIA 38174
JIMMY DORSEY—MGM 10194
TONY MARTIN—VICTOR 20-2812
MILLS BROS.—DECCA 24409
PATTI PAGE—MERCURY 5129
THE 4 TUNES—MANOR 1131
KING COLE TRIO—CAPITOL *

* NOT YET RELEASED

OXFORD MUSIC CORPORATION
1619 Broadway, New York 19, N. Y.

The Top Ten Tunes Netting Heaviest Play Compiled From Reports Submitted Weekly to *The Cash Box* By Leading Music Operators In New York City's Harlem Area.

1. **LONG GONE**
   Sonny Thompson
   (Miracle 126)

2. **TOMORROW NIGHT**
   Lonnie Johnson
   (King 4201)

3. **DON'T FALL IN LOVE WITH ME**
   Ivory Joe Hunter
   (King 4220)

4. **RUN JOE**
   Louis Jordan
   (Decca 24448)

5. **I WANT TO CRY**
   Savannah Churchill
   (Manor)

6. **YOU DON'T LOVE ME**
   Camille Howard
   (Specialty 307)

7. **NATURE BOY**
   King Cole
   (Capitol 15054)

8. **GOOD ROCKIN' TONIGHT**
   Wynonie Harris
   (King 4210)

9. **CANDY STORE BLUES**
   Toni Harper
   (Columbia 38229)

10. **EUPHORIA**
    Charlie Ventura
    (Sittin' In 504)

Jersey Music Op Hypo's Phono Play Via Wired "Stop The Music" Show

PASSAIC, N. J.—Tele-Music, local juke box operating company is soon to introduce a new method of promotion in the music field, destined to boost phonograph income and offer phonograph patrons a novel introduction into the "quiz field".

Cash prizes will be awarded to folks who identify a "Mystery Tune" which will be played twice nightly over a music system. The first phono patron to call in the correct title and orchestra of the tune played, will receive a cash award. If no one solves the "mystery tune" the prize will be increased each night until someone guesses the song correctly.

"There are already about 50 boxes in the area which have the facilities to play the "mystery tune", Manny Ehrenfeld, prexy of Tele-Music disclosed.

"A voice over the juke box system will announce the playing of the tune and give instructions on how to cash in on the prizes. We expect to have the contest in complete operation in early July", continued Ehrenfeld.

"In addition to arousing the public's interest in automatic music, we believe that thru the use of this promotion, phonograph revenue can be greatly increased. We're in the business of selling music, and giving our customers music they want to hear will certainly be beneficial to us in the long run."

4th CONSECUTIVE WEEK

HOT in Harlem

3 "I WANT TO CRY"
SAVANNAH CHURCHILL
MANOR # 1129

9 CONSECUTIVE WEEKS
"TIME OUT FOR TEARS"
SAVANNAH CHURCHILL
MANOR # 1116

on MANOR RECORDS
313 WEST 57th ST., NEW YORK, N. Y.

DYNAMITE ON WAX!
UP AND COMING KING, HITS!

KING 4220
DON'T FALL IN LOVE WITH ME
Backed by
SIESTA WITH SONNY
IVORY JOE HUNTER

ORDER NOW FROM YOUR NEAREST KING BRANCH.
KING 1540 BREWSTER AVE. CINCINNATI 7, OHIO

BUSINESS IS GOOD WITH US — AND — OUR DISTRIBUTORS BECAUSE
SAVOY HAS THE HITS!

661 THIRTY-FIVE THIRTY COME WITH ME BABY

664 BOUNCING WITH BENSON BOOGIE RIDE

665 THE TWISTER PTS. 1 & 2
by PAUL WILLIAMS

662 BUBBLES SWINGIN' FOR PAPPY

666 WE'RE GONNA ROCK HARLEM ON PARADE
by "WILD" BILL MOORE

5550 Robbie - Doby Boogie / Hard Bed Blues

5551 My Fault / Married Women Blues
by BROWNIE McGHEE

DISTRIBUTORS—A FEW TERRITORIES STILL AVAILABLE

Savoy RECORD CO., INC.
58 Market St., Newark 1, N. J.

Specialty records
311 Venice Blvd., Los Angeles 15, Calif.

CAMILLE HOWARD
AND HER TRIO
A New Star on Her First Release!
"YOU DON'T LOVE ME"
backed by
"X-TEMPERANEOUS BOOGIE"
SP 307

1. **RUN JOE**
   Louis Jordan
   (Decca 24448)

2. **DON'T FALL IN LOVE WITH ME**
   Ivory Joe Hunter
   (King 4220)

3. **THE TWISTER**
   Paul Williams
   (Savoy 665)

4. **ROBBIE-DOBY BOOGIE**
   Brownie [illegible]
   (Savoy 667)

5. **YOU DON'T LOVE ME**
   Camille Howard
   (Specialty 307)

6. **THAT'S BETTER FOR ME**
   T-Bone Walker
   (Black & White 126)

7. **RECESS IN HEAVEN**
   Dan Grissom
   (Jewel 2004)

8. **NATURE BOY**
   King Cole
   (Capitol 15054)

9. **DUTCH KITCHEN BOUNCE**
   Arnett Cobb
   (Apollo 778)

10. **LONDON DONNIE**
    Don Bayas
    (Savoy 628)

"DISK BUYERS DO NOT KNOW THAT CURRENT WAX IS NEW"—MUSIC PUBS AND PLATTERIES SUGGEST HEAVY PUBLICITY CAMPAIGN

Large Majority Of Phono Fans Believe Current Records Are Old Due To Poor Press On Disk Ban

NEW YORK—"A large majority of the nation's record buyers and automatic music customers are under the impression that recordings currently out in the market are old, and many further believe that no new recordings have been issued since the start of the recording ban."

That was the general sentiment voiced by a large group of prominent music publishers in New York this past week.

Pointing the finger at the poor publicity campaign and the lack of information which greeted the public at the outset of the Petrillo ban, music publishers expressed the opinion that a large portion of the current record and sheet music sales slump can be attributed to this fact.

One well noted music publisher stated, "I walked into a record shop recently and was confronted with a situation that literally scared me when I thought of its ramifications and the possibility of it being duplicated in other sections of the nation. A record buyer refused to buy a recording which I knew to be a new release simply because she believed that the clerk was putting something over on her when he told her that the recording was new. Without a doubt this scene must have been duplicated in hundreds of record shops throughout the nation."

It was learned this past week that an agency of the music publishing industry and a group of record manufacturers are planning a large scale publicity campaign aimed at reaching the nation's record buyers and phono fans. Plans are being made to reserve large advertising space in consumer magazine. One publisher suggested that disk jockeys announce the fact that all recordings played are new songs and were cut prior to the recording ban.

Foremost of the music publishers who have "sounded off," and justly so, are Tommy Valando, head of Laurel Music Publishing Co., Eddie Joy, of the Santly-Joy firm, and Maurie Hartman of Cherio-Rytvoc Music Publishers.

"A campaign should certainly be planned to inform record and sheet music buyers that the current crop of records and sheet music on the market are new," said Tommy Valendo.

"I know for a fact that sheet music sales have slumped as a direct result of the lack of proper information on the recording ban," he continued.

"A large majority of the buying public is under the impression that recordings and sheet music out today are old, and they simply refuse to buy because of this. People were told that there was to be no recording at the outset of the Petrillo ban and many believed that this means no new records and no new songs. They did not know of the many recordings cut prior to the ban."

Several publishers and diskers have voiced the opinion that a fund be set aside immediately for the start of this publicity campaign. Meetings among many are known to be scheduled in the near future.

Court Gets Report On Majestic Records

CHICAGO—A special Master in Chancery recommended this past week dismissal of a petition of the Majestic Radio & Television Corp. and Majestic Records, Inc., to reorganize under Chapter 11 of the federal bankruptcy laws.

Holding that Chapter 11 is inadequate to grant sufficient relief, the Master, Charles A. McDonald suggested that reorganization under Chapter 10 would prove more beneficial to secured and unsecured creditors and some 7000 stockholders in 27 states.

Under Chapter 11 the debtor, or bankrupt, is allowed to remain in possession and continue the affairs of an estate. Chapter 10 requires the appointment of a trustee who may sue all previous officers and directors of the debtor.

The Master's report was filed this past week with Federal Judge Philip L. Sullivan. Schedules filed by the companies showed combined assets of more than $8,000,000 and debts of only half that amount. The companies claim their assets are in a non-liquid condition.

Majestic Records meanwhile continued to function as an operating recording company, by releasing recordings of new songs. Altho many of the firm's distribution lines have not been kept, a large percentage of distributors continue to handle Majestic.

MILLIONS
OF JUKE BOX PLAYS
EVERY DAY — MONTH AFTER MONTH!
OPERATORS SAY NO RECORD EVER PULLED IN SO MANY NICKELS
DEMAND THE ORIGINAL
"MY HAPPINESS"
by JON and SONDRA STEELE
"IT'S INCOMPARABLE"
Say the Jukes, Jocks and Record Counters
DAMON RECORD D-11133
DAMON RECORDING STUDIOS, INC.
1221 BALTIMORE AVENUE
KANSAS CITY, MO.

From IRVING BERLIN'S "EASTER PARADE" An M-G-M Picture
BETTER LUCK NEXT TIME
A FELLA WITH AN UMBRELLA
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"HEARTBROKEN"
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TOP TEN JUKE BOX TUNES
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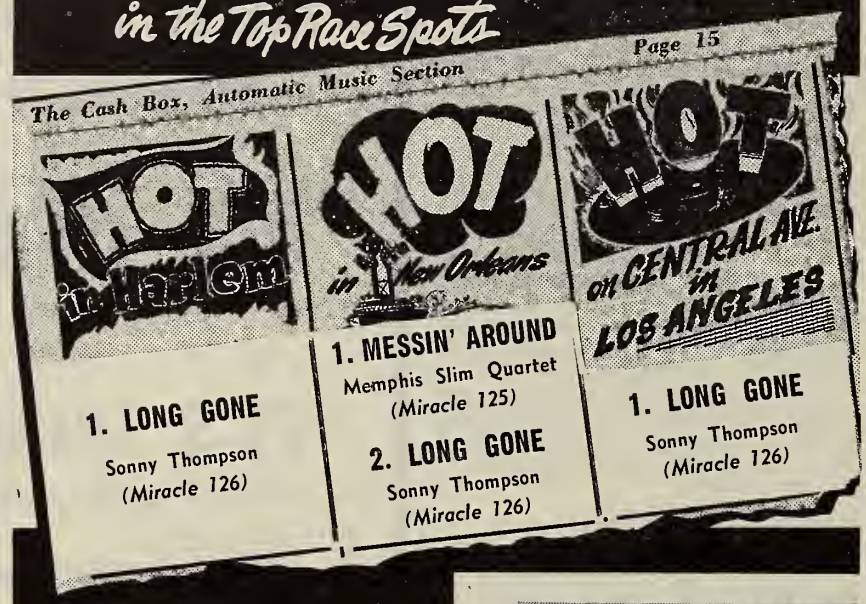
As Recorded By
BUDDY CLARK - DORIS DAY
Columbia #38174
PUBLISHED BY
KRAMER-WHITNEY, INC.
Prof. Mgt: ED McCASKEY
1650 BROADWAY NEW YORK, N. Y.

HOT on CENTRAL AVE. in LOS ANGELES

1. LONG GONE — *Sonny Thompson* — *(Miracle 126)*
2. GOOD ROCKIN' TONIGHT — *Wynonie Harris* — *(King 4210)*
3. YOU DON'T LOVE ME — *Camille Howard* — *(Specialty 307)*
4. RUN JOE — *Louis Jordan* — *(Decca 24448)*
5. DON'T FALL IN LOVE WITH ME — *Ivory Joe Hunter* — *(King 4220)*
6. NATURE BOY — *King Cole* — *(Capitol 15054)*
7. I'M WAITING FOR YOUR CALL — *T-Bone Walker* — *(Black & White)*
8. RECESS IN HEAVEN — *Dan Grissom* — *(Jewel 2004)*
9. WRITE ME A LETTER BLUES — *Saunders King* — *(Rhythm 206)*
10. TOMORROW NIGHT — *Lonnie Johnson* — *(King 4201)*

MIRACLE RECORDS is H-O-T in the Top Race Spots



"LONG GONE" BY Sonny Thompson MIRACLE 126

From THE CASH BOX, June 26...

"Here's a hunk of wax, music ops are bound to be featuring in no time at all. Following up her sensational success with "Fool That I Am" Gladys Palmer teams with maestro Sonny Thompson to come up with a pair of nickel nabbers. Wordage of song full and meaningful . . . sure to win ops' approval."

"IN THE RAIN" BY Gladys Palmer MIRACLE 127

"MESSIN' AROUND" BY Memphis Slim Quartette MIRACLE 125

For MIRACLE PROFITS—You'll Do Well to Load up on these MIRACLE HITS!

MIRACLE RECORDS
500 E. 63rd STREET CHICAGO 37, ILL.

HOT in New Orleans

The Top Ten Tunes Netting Heaviest Play Compiled From Reports Submitted Weekly to *The Cash Box* By Leading Music Operators In New Orleans.

1. LONG GONE — *Sonny Thompson* — *(Miracle 126)*
2. MESSING AROUND — *Memphis Slim* — *(Miracle)*
3. POOL PLAYING BLUES — *Amos Milburn* — *(Aladdin)*
4. NATURE BOY — *King Cole* — *(Capitol 15054)*
5. RUN JOE — *Louis Jordan* — *(Decca 24448)*
6. TOMORROW NIGHT — *Lonnie Johnson* — *(King 4201)*
7. GROOVY MOVIE BLUES — *Johnny Moore* — *(Exclusive)*
8. RECESS IN HEAVEN — *Dan Grissom* — *(Jewel 2004)*
9. GOOD ROCKIN' TONIGHT — *Wynonie Harris* — *(King 4210)*
10. YOU DON'T LOVE ME — *Camille Howard* — *(Specialty 307)*

THE CASH BOX

DISC-HITS BOX SCORE

COMPILED BY
JACK "One Spot" TUNNIS

IN ORDER OF POPULARITY
BASED ON
WEEKLY NATIONAL SURVEY

BOX SCORE TABULATION COMPILED ON THE AVERAGE INDIVIDUAL PURCHASE ON THE BASIS OF 1000 RECORDS—LISTED IN ORDER OF POPULARITY, INCLUDING NAME OF SONG, RECORD NUMBER, ARTISTS, AND RECORDING ON THE REVERSE SIDE.

CODE

AL—Aladdin	MG—M-G-M
AP—Apollo	MI—Miracle
AR—Aristocrat	MN—Manor
BU—Bullet	MO—Modern
CA—Capitol	MU—Musicraft
CE—Celebrity	NA—National
CN—Continental	RA—Rainbow
CO—Columbia	RE—Regent
CS—Coast	SA—Savoy
DE—Decca	SD—Super Disc
DEL—DeLuxe	SI—Signature
DM—Delmac	SP—Specialty
EX—Exclusive	SN—Standard Phono
JD—Joe Davis	ST—Sterling
KI—King	TR—Trilon
LO—London	UN—Universal
MA—Majestic	VI—Victor
ME—Mercury	VT—Vitacoustic

	June 26	June 19
1—NATURE BOY	**157.3**	**140.8**

CA-15054—KING COLE
Lost April
CO-38120—FRANK SINATRA
S'posin'
DE-24439—DICK HAYMES
You Can's Be True, Dear
EX-36x—HERB JEFFRIES
Just Naive
JE-2006—THE HOLLYWOODAIRES
Don't You Want That Stone
LO-10013—MANTOVANI
Ritual Fire Dance
ME-5134—JOHN LAURENZ
These Foolish Things
MU-567—SARAH VAUGHAN
I'm Glad There Is You
RA-10070—EDDY MANSON
VI-25-5212—EVE YOUNG
Time For Your Lullaby
VI-20-2944—DICK JAMES
You Can't Be True, Dear

2—YOU CAN'T BE TRUE, DEAR	**121.1**	**100.9**

AP-1121—N. EMMETT
CA-15077—THE SPORTSMEN
BU-1032—R. DEAUVILLE
DE-24439—DICK HAYMES
Nature Boy
CO-38211—MARLIN SISTERS
You Can't Be True, Dear
KI-4218—THE HARMONKINGS
LO-202—VERA LYNN
DEL-1171—ZIGGY LANE
MU-568—RUSS BROOKS
RO-128—KEN GRIFFIN
VI-25-1117—WILL GLAHE

3—LITTLE WHITE LIES	**108.1**	**92.4**

CO-38114—DINAH SHORE
Crying For Joy
DE-24280—DICK HAYMES
Sierra Madre
ME-8085—STEVE GIBSON
MU-558—MEL TORME
VI-27521—TOMMY DORSEY O.

	June 26	June 19
4—MY HAPPINESS	**65.9**	**42.5**

BU-1032—R. DEAUVILLE
CA-15094—THE PIED PIPERS
Highway To Love
CO-38217—THE MARLIN SISTERS
The Man On The Carousel
DA-20-17—ANNE VINCENT
DM-11133—JON & SONDRA STEELE
They All Recorded To Beat The Ban
DE-24446—ELLA FITZGERALD
ME-5144—JOHN LAURENZ
Someone Cares
PA-1004—PAUL SHERIDAN
SI-15206—ALAN DALE
Tea Leaves

5—TOOLIE OOLIE DOOLIE	**65.7**	**66.4**

CA-15059—THE SPORTSMEN
CN-1223—VAUGHN HORTON
CO-38211—MARLIN SISTERS
You Can't Be True, Dear
DA-2015—DANA SERENADERS
DE-24380—ANDREWS SISTERS
FL-5005—ALPINE BELLES
LO-201—JOHNNY DENNIS
SR-5505—LARKIN SISTERS
ST-1013—DICK HAYMAN
VI-25-1114—HENRI RENE O.

6—WOODY WOODPECKER	**57.3**	**43.6**

CO-38197—KAY KYSER O.
When Veronica Plays the Harmonica
ME-5154—THE HONEYDREAMERS

7—THE DICKEY BIRD SONG	**40.7**	**36.1**

CO-38085—THE DELL TRIO
Encore Cherie
DE-24301—LARRY CLINTON O.
Ooh! Looka There
MA-1234—GEORGE OLSEN O.
Thoughtless
MG-10138—BLUE BARRON O.
My Cousin Louella
VI-20-2617—FREDDY MARTIN O.
If Winter Comes
VT-22—JOAN EDWARDS

8—LOVE SOMEBODY	**35.2**	**25.6**

CO-38174—DORIS DAY & BUDDY CLARK
Confess

9—WILLIAM TELL OVERTURE	**29.7**	**25.5**

VI-20-2861—SPIKE JONES O.
The Man On The Flying Trapeze

10—HAUNTED HEART	**29.2**	**35.9**

CA-15023—JO STAFFORD
I'm My Own Grandmaw
CO-38112—BUDDY CLARK
First Prize At The Fair
CO-38083—BUDDY CLARK
Matinee
DE-24362—GUY LOMBARDO O.
Saturday Night In Central Park
DE-24370—BING CROSBY
Moonlight On a White Picket Fence
ME-5120—VIC DAMONE
Tell Me A Story
MG-10153—GEORGE PAXTON O.
Dream Girl
VI-20-2713—PERRY COMO
Carolina Moon
VI-45-0050—RUSS CASE O.
Inside U. S. A.

11—ST. LOUIS BLUES MARCH	**27.7**	**41.2**

VI-20-2722—TEX BENEKE O.
Cherokee Canyon

	June 26	June 19
12—BECAUSE	**27.4**	**39.4**

AP-1068—HAL WINTERS
Because
LO-145—ARTHUR TRACEY
A Perfect Day
VI-20-2653—PERRY COMO

13—TEA LEAVES	**23.2**	**9.7**

AL-1933—EMIT COTE
CA-15102—JACK SMITH
Highways Are Happy Ways
CO-38230—EMIL COTE
In Martha's Eyes
DE-24446—ELLA FITZGERALD
My Happiness
SI-15206—ALAN DALE
My Happiness
PA-1005—RODNEY DAVIS
Where The Apple Blossoms Fall
ME-5148—JOHN LAURENZ
A Tree In A Meadow

14—JUST BECAUSE	**23.1**	**30.5**

CO-38072—FRANK YANKOVIC
DE-25376—DICK STABILE O.
Deep Elm Blues
MA-1231—EDDY HOWARD O.
Encore Cherie
ME-6086—SHERIFF TOM OWENS
VI-20-2941—LONE STAR COWBOYS

15—BABY FACE	**22.7**	**23.7**

AP-1114—PHILLIE ALL STAR STRING BAND
Bye, Bye, Blackbird
CO-30014—JERRY WAYNE & DELL TRIO
DE-25356—HENRY KING O.
Oh, You Beautiful Doll
KR-216—UPTOWN STRING BAND
ME-2120—AQUA STRING BAND
MG-10156—ART MOONEY O.
Encore Cherie
ST-294—HUM & STRUM
TO-294—BENNY STRONG O.
PA-1105—FERKO STRING BAND
UN-627—MILT SCOTT ORCH.
VI-22879—SAMMY KAYE O.
Miss You

16—YOU CALL EVERYBODY DARLIN'	**15.1**	**—**

RE-117—AL TRACE O.
Linger Awhile
ME-5155—ANNIE VINCENT

17—A FELLA WITH AN UMBRELLA	**14.6**	**28.4**

CA-15092—SKITCH HENDERSON O.
Beyond The Blue Horizon
CO-38192—FRANK SINATRA
It Only Happens When I Dance With You
DE-24433—BING CROSBY
Blue Shodows On The Trail
DE-24434—GUY LOMBARDO O.
It Only Happens When I Dance With You
LO-206—DENNY DENNIS
Steppin' Out With My Baby
VI-20-2873—THE THREE SUNS
Steppin' Out With My Baby

18—PUT 'EM IN A BOX, ETC.	**12.6**	**25.4**

CA-15080—KING COLE TRIO
It's The Sentimental Thing To Do
CO-38188—DORIS DAY
It's Magic
ME-5130—FRANKIE LAINE
Boby Don't Be Mad At Me
MG-10193—HAL McINTYRE O.
On An Island With You
VI-20-2873—RAY McKINLEY O.
You Can't Run Away From Love

	June 26	June 19
19—CONFESS	**11.6**	**13.3**

CO-38174—DORIS DAY & BUDDY CLARK
Love Somebody
DE-24409—THE MILLS BROS.
Someone Cares
ME-5129—PATTI PAGE
Twelve O'Clock Flight
MG-10194—JIMMY DORSEY O.
If I Were You
VI-20-2812—TONY MARTIN
Bride & Groom Polka

20—SABRE DANCE	**11.5**	**30.8**

CO-38102—WOODY HERMAN O.
Swing Low, Sweet Chariot
DE-24388—VICTOR YOUNG O.
For Whom The Bell Tolls
DE-24427—ANDREWS SISTERS
Heartbreaker
LO-222—TED HEATH ORCH.
Tabu
ME-24000—NICHOLAS S. GOLOVANOV
MG-30048—MACKLIN MARROW
SI-15180—RAY BLOCH O.
Minuet In G
RE-111—DON HENRY TRIO
Turnpike Polka
VI-20-2721—FREDDY MARTIN O.
After You're Gone

ADDITIONAL TUNES LISTED BELOW IN ORDER OF POPULARITY

21—TELL ME A STORY	**11.2**	**13.2**
22—NOW IS THE HOUR	**10.6**	**23.6**
23—MAHARAJAH OF MAGADOR, THE	**10.5**	**8.5**
24—CARAMBA! IT'S THE SAMBA	**10.1**	**3.8**
25—TWELFTH STREET RAG	**10.0**	**—**
26—BETTER LUCK NEXT TIME	**9.9**	**3.7**
27—LAROO LAROO LILLI BOLERO	**7.9**	**12.9**
28—HEART-BREAKER	**6.0**	**14.2**
29—FIDDLE FADDLE	**5.1**	**5.7**
30—YOU WERE MEANT FOR ME	**4.5**	**3.3**
31—IT ONLY HAPPENS WHEN I DANCE WITH YOU	**4.4**	**3.1**
32—IT'S MAGIC	**4.3**	**8.2**
33—SUSPICION	**4.2**	**14.3**
34—BLUE BIRD OF HAPPINESS	**4.1**	**3.6**
35—DECK OF CARDS	**4.0**	**9.6**
36—I'VE GOT A CRUSH ON YOU	**3.6**	**6.2**
37—WEDDING BELLS ARE BREAKING UP THAT OLD GANG	**3.5**	**—**
38—BLUE SHADOWS ON THE TRAIL	**1.5**	**1.8**
39—BOY FROM TEXAS	**1.4**	**1.9**
40—DON'T BLAME ME	**1.3**	**—**

What's New?

The trend to more entertaining pinballs continues. Williams' "Yanks" started the parade. Bally's "Rancho" and Chicago Coin's "Spinball" follow thru with a speedy spinner feature. Others are also reported to be under way with similar entertaining pinballs, but, all report that they will retain the popular scoring principles which the players seem to like so well.

* * *

In the music machine field there is now a drive under way to prove to juke box ops that they are much better off with new equipment. Not only are wholesalers making the new machines more attractive with higher trade-ins and longer time payment plans, but, they are also showing the ops that because of lowered servicing cost, better tone and the fact that records last longer, they are actually saving money with new machines, sure to obtain a better set-up with merchant and when all is said and done, a much higher profit average.

* * *

Ops of bell machines aren't enjoying this summer as well as they did past seasons. The reason being that they simply haven't the territory for the bells which they had in former years. With Wisconsin and some of the other midwest states closed to them, the bell ops have to seek other territory. At the present time the far west and the deep south are the spots where bell purchases are going ahead.

* * *

More and more Chicago ops calling for Genco's "Total Roll" on which an injunction was obtained. These are being shipped into the Windy City from almost every spot in the nation. Some of the eastern distribs enjoying a boom because of this. The belief is that the injunction is good "for at least a year." But, in the meantime, it is becoming ever more difficult to obtain "Total Roll." Ops who have them aren't willing to let them go at the price offered.

* * *

In the console field the demand continues for Bally DeLuxe Triple Bells with wholesalers willing to pay good prices for these. At the same time the Bally factory continues right on producing new ones and selling them just as fast as they ever did. The console field, without too much blare and fanfare, is going on right ahead and tho the size of the market is cutdown, these machines continue to move right out into territory after territory.

* * *

If all indications are to be taken under consideration there will be a revival of the one-ball field sooner than expected. The machines have continued to go right ahead, in much smaller quantity it is true, but moving. That's what's most important. The past few weeks has seen a revival in the field with more one-balls shipped and more being called for.

* * *

Arcade owners have disappointed this summer. Many wholesalers, as well as manufacturers, believed that the arcades would be "on the buy" for new equipment. Instead, orders have been held down, and with the eastern arcade owners in a mess because of the rains which have greeted them each week-end (including Memorial Day) there is some doubt whether this market will sufficiently recover to get in good action this year.

* * *

It is reliably reported that some of the nation's leading amusement machine manufacturers have some really "great" products in their factories, but, that they are withholding these until conditions turn about to make it worthwhile to enter into larger scale volume production.

MUSIC

AMI

Model A-P W/Playmeter	$945.00
Model A-Standard	935.00
Model BB-P, Blond W/Playmeter	910.00
Model BB-Standard, Blond.	900.00
Model B-P, Mahogany, W/Playmeter	895.00
Model B-Stand., Mahogany	885.00
HIDEAWAY, Model HS-P, W/Playmeter, Amplifier & Rem. Vol. Con.	525.00
HIDEAWAY, Model HS-Standard, W/Amplifier & Rem. Vol. Con.	515.00
Model WL-5c, 3-Wire, 40 selection Wall Box	53.50
Model SM-Large Stepper Wall Box	57.50
Model SL-Small Stepper Wall Box	53.50

AIREON

Coronet 400	495.00
49' Golden Belle	595.00
Blonde Bombshell	595.00
Fiesta DeLuxe	595.00
48' Model Hideaway	299.50
48' Carilleon Speaker	32.50
48' Melodeon Speaker	27.50
48' Impressario Speaker	19.50

FILBEN

Maestro	595.00
Mirrocle Cabinet	325.00
30 Selection Stowaway Mech.	398.00

BUCKLEY

Music Box	25.00

MILLS INDUSTRIES

Constellation	795.00

PACKARD MFG. CORP.

Manhattan Phonograph	695.00
Hideaway Model 400	383.00
Model 1000 Spkr.—Prdse.	129.50
Butler Wall Box Hi-Chr. 5c	32.50
Butler Wall Box Hi-Chr. 10c	33.95
950 Speaker	35.00
650 Speaker	16.50

ROCK-OLA

Magic-glo Phonograph	No Price Set
1807 Moderne Corner Spkr.	107.50
1906 Remote Volume Con.	6.90
1530 Wall Box	39.50
1603 Wall Speaker	42.50
1606 Tonette Wall Spkr.	21.50
1608 ToneOLier Spkr.	65.00
1607 Tonette Wall Spkr.	19.75
1531 DeLuxe Bar Bracket	8.25
1533 Universal Bar Brckt.	3.90
1795 Wall Box Line Bostr	16.35

SEEBURG

148-M Symphonola	965.00
148-S Symphonola	895.00
H-148-M RC Special	564.00
Wireless Wallomatic	58.50
Wired Wallomatic	49.75
5-10-25c Wireless Wallomatic	87.50
5-10-25c Wired Wallomatic	75.00
Teardrop Speaker	19.95
RS4-8 Recess Wall & Ceil. Spkr.	18.00
1948 Door & Dome	102.50

WURLITZER

1100 Standard	999.50
1080A Colonial	899.50
1017A Con. chng. w/stepper	529.50
1015 Standard	914.50
1080 Colonial	875.00
1017 Con. chng. w/stepper	499.50
2140 5-10c Wireless	50.00

MUSIC

3025 5c 3-wire	49.50
3045 Wireless	59.50
3020 5-10-25c 3-wire	69.50
3031 5c 30-wire	39.50
212 Master Unit	70.00
215 Wireless Transmitter.	17.50
216 Wireless Impulse Rec.	22.50
217 Auxiliary Amplifier	35.00
218 30-wire Adptr. Term Box	15.00
219 Stepper	46.50
4000 8" Metal Star Speaker	45.00
4002 8" Plastic Star Spkr.	45.00
4004A 8" Metal Musical Note Speaker	30.00
4005 8" Walnut Rnd. Spkr.	22.50
4005A 8" Wal. Rnd. Spkr.	25.00
4006A 8" Deluxe, Walnut Round Mirror	35.00
4007 12" Inter. Delux. Spkr.	135.00
4008 15" Deluxe Speaker	185.00

PINS

BALLY

Rancho	289.50

CHICAGO COIN

Spinball	275.00

GENCO

Mardi Gras	289.50

GOTTLIEB

Olde King Cole	294.00

MARVEL

Leap Year	289.50
Leap Year w/4 coin chute	299.50

UNITED MFG. CO.

Rondeevoo	275.00

WILLIAMS MFG. CO.

Yanks	299.50

COUNTER GAMES

A.B.T. MFG. CORP.

Challenger	65.00

BALLY MFG. CO.

Heavy Hitter	184.50
w/stand	196.50

GOTTLIEB

DeLuxe Grip Scale	39.50

GROETCHEN MFG. CO.

Camera Chief	19.95

ONE-BALLS

BALLY

Gold Cup, F. P.	645.00
Trophy, P. O.	645.00

BELLS

BUCKLEY

Criss Crosse Belle	No Price Set
Criss Cross Jkpt. Belle	No Price Set

GROETCHEN

Columbia Twin JP	145.00
Columbia DeLuxe Club	209.50

O. D. JENNINGS

5c DeLuxe Club Chiefs	299.00
10c DeLuxe Club Chiefs	309.00
25c DeLuxe Club Chiefs	319.00
25c DeLuxe Club Chief	429.00
5c Super DeLuxe Cl. Chief	324.00

BELLS

10c Sup. Deluxe Club Chief	334.00
25c Sup. DeLuxe Club Chief	344.00
50c Sup. DeLuxe Club Chief	454.00

PACE

5c DeLuxe Chrome Bell	245.00
10c DeLuxe Chrome Bell	255.00
25c DeLuxe Chrome Bell	265.00
50c DeLuxe Chrome Bell	375.00
$1.00 DeLuxe Chrome Bell	550.00

CONSOLES

BALLY

Wild Lemon	542.50
Double-Up	542.50
Hi-Boy	424.00
Triple Bell 5-5-5	895.00
Triple Bell 5-5-25	910.00
Triple Bell 5-10-25	925.00

BUCKLEY

Track Odds DD JP	1250.00
Parlay Long Shot	1250.00

EVANS

Bangtails 5c Comb 7 Coin	No Price Set
Bangtails 25c Comb 7 Coin	No Price Set
Bangtail JP	No Price Set
Bangtail FP PO JP	No Price Set
Evans Races	No Price Set
Casino Bell	No Price Set
Winter Book JP	No Price Set

GROETCHEN TOOL & MFG. CO.

Columbia Twin Falls	485.00

O. D. JENNINGS

Challenger 5-25	595.00
Club Console	499.00
DeLuxe Club Console	529.00
Super DeLuxe Club Console	545.00

PACE

3-Way Bell Con. 5c-10c-25c	690.00
5c Royal Console	320.00
10c Royal Console	330.00
25c Royal Console	340.00
50c Royal Console	475.00
$1.00 Royal Console	650.00

ARCADE TYPE

BALLY MFG. CO.

Big Inning	539.50
Bally Bowler	539.50

H. C. EVANS CO.

Bat-A-Score	No Price Set

EDELMAN AMUSEMENT DEVICES

Flash Bowler	
13'—8"	475.00
11'—8"	450.00
10'—8"	450.00
Belgian Pool	319.50

INTERNATL. MUTOSCOPE CORP.

Deluxe Movie Console	150.00
Deluxe Movie Counter	140.00
Fishing Well	375.00
Silver Gloves	375.00

PARTS AND SUPPLIES

GLASS SIZES — PIN GAMES

Bally	21 x 41
Chicago Coin	21 x 41
Exhibit	21 x 41
Gottlieb	21 x 43
Keeney	21 x 41
Marvel	21 x 41
United	21 x 41
Williams	21 x 43

HOW TO USE THE "C. M. I. BLUE BOOK"

FOREWORD: Many times, wide differences appear in the high and low prices of certain equipment. Like any true reporter The C.M.I. Blue Book can only feature the market prices as they are quoted. The C.M.I. Blue Book acts exactly the same as the market quotation board at the Stock Exchange—posting the prices as they are quoted for the past week, regardless of how much they may seem to be out of line. Some prices do not change for months. The C.M.I. Blue Book, rather than show no price, retains the last known quotations for such equipment so that the subscriber at least has the last known prices as a basis to work with. Prices continue to be very widely divergent these days. Someone on the West Coast may feel a certain machine worth $150.00 whereas someone on the East Coast may think it worth but $75.00. Of course, condition, serial, appearance, demand, territory, quantity, etc., must all be taken into consideration. The C.M.I. Blue Book reports each quotation exactly as it is made and depends on the subscriber to make average price adjustments to fit the pecularities of his territory.

METHOD: The C.M.I. Blue Book should be read as follows: First price listed is lowest price for the week: Second price listed is highest price. Where only one price appears this should be considered lowest price.

C.M.I. BLUE BOOK PHONOGRAPHS

WURLITZER

P 10	25.00	
P 10	25.00	
P 12	30.00	35.00
312	40.00	47.50
400	40.00	49.50
412	39.50	62.50
412 III	60.00	85.00
316	79.50	
416	79.50	
616	65.00	89.50
616 III	69.50	110.00
616A	89.50	110.00
716A	79.50	110.00
24	79.50	115.00
Revamp (24)	89.50	135.00
600 R	92.50	165.00
600 K	115.00	200.00
500	139.50	200.00
500 A	110.00	249.50
500 K	129.50	249.50
41 (Counter)	49.50	99.50
51 (Counter)	59.50	89.50
61 (Counter)	69.50	119.50
71 (Counter)	89.50	129.50
81 (Counter)	79.50	139.50
700	199.50	289.50
750 M	229.50	350.00
750 E	285.00	375.00
780M Colonial	199.50	290.00
780 E	224.50	310.00
800	189.50	319.50
850	269.50	349.50
950	200.00	369.50
42-24 (Rev.)	89.50	169.50
42-500 (Rev.)	120.00	189.50
42-600K (Rev.)	110.00	175.00
42-600R (Rev.)	110.00	149.50
1015 Phonograph	545.00	675.00
1080 Colonial	540.00	700.00
300 Adaptor	15.00	22.50
320 Wireless Wall Box	7.50	12.50
310 Wall Box 30 Wire	4.50	9.50
320 2 Wire Wall Box	7.50	10.00
332 2 Wire Bar Box	5.00	9.50
331 2 Wire Bar Box	5.00	10.00
304 2 Wire Stepper	12.50	
Wireless Strollers	25.00	
430 Speaker Club with 10, 25c Box	69.50	75.00
420 Speaker Cabinet	50.00	
Twin 616 Steel Cab. Adp. Amp. STP Speaker	59.50	110.50
Twin 12 Steel Cab. Tdj. Amp. Stp.	60.00	99.50
Selector Speaker	95.00	100.00
100 Wall Bx 5c 30c Wire	9.50	14.50
100 Wall Box 10c 30 Wire	12.50	17.50
111 Bar Box	3.00	10.00
120 Wall Box 5c Wire	5.00	14.50
Bar Brackets	2.00	3.50
305 Impulse Rec.	2.50	25.00
350 WIs Speaker	17.50	39.50
115 Wall Box Wire 5c Wireless	7.00	15.00

WURLITZER (Cont.)

135 Step Receiver	15.00	29.50
145 Imp. Step Fast.	17.50	30.00
150 Impulse Rec.	20.00	
337 Bar Box	32.50	
306 Music Transmit	7.50	9.50
39A Speaker	25.00	
130 Adaptor	22.50	27.50
Steel Cab. Speaker	140.00	175.00
580 Speaker	50.00	110.00
123 Wall Box 5/10/25 Wireless	9.00	15.00
125 Wall Box 5/10/25 Wire	15.00	32.50

SEEBURG

Selectomatic 10	24.50	40.00
Symphonola	35.00	65.00
Model A III	34.50	
Model B	32.50	
Model C	37.50	
Model H	59.50	
Rex	69.50	99.50
Model K15	60.00	
Model K20	65.00	100.00
Plaza	79.50	124.50
Royale	79.50	110.00
Regal	59.50	150.00
Regal RC	149.50	195.00
Gem	89.50	200.00
Classic	149.50	220.00
Classic RC	140.00	249.50
Mayfair	139.50	240.00
Mayfair RC	169.50	300.00
Melody King	79.50	124.50
Crown	110.00	175.00
Crown RC	185.00	235.00
Concert Grand	117.50	175.00
Colonel	169.50	250.00
Colonel RC	200.00	269.50
Concert Master	175.00	245.00
Concert Master RC	180.00	325.00
Cadet	149.50	245.00
Cadet RC	139.50	189.50
Major	150.00	239.50
Major RC	200.00	279.50
Envoy	170.00	250.00
Envoy RC	114.50	269.50
Vogue	130.00	220.00
Vogue RC	169.50	250.00
Casino	89.50	159.50
Casino RC	115.00	229.50
Commander	165.00	239.50
Commander RC	175.00	259.50
Hi Tone 9800	199.50	265.00
Hi Tone 9800 RC	245.00	325.00
Hi Tone 8800	145.00	279.50
Hi Tone 8800 RC	210.00	370.00
Hi Tone 8200	200.00	315.00
Hi Tone 8200 RC	200.00	289.50
H-146 Phono ('46)	345.00	535.00
H-147 Phono	400.00	600.00
20 Record '43 Cab.	159.50	200.00
Selectomatic 16	5.00	7.50
Selectomatic 24	5.00	19.50

C.M.I. BLUE BOOK PHONOGRAPHS

SEEBURG (Cont.)

Selectomatic 20	5.00	17.50
Remote Speak Organ	15.00	27.50
Multi Selector 12 Rec.	12.50	
Melody Parade Bar	4.50	
5c Wallomatic Wireless	22.50	29.50
5c Baromatic Wireless	25.00	29.50
5c Wallomatic 3 Wire	15.00	22.50
30 Wire Wall Box	5.00	7.50
Power Supply	15.00	
5, 10, 25, Baromatic Wire	19.50	35.00
5, 10, 25c Wallomatic 3 Wire	10.00	19.50
5, 10, 25c Baromatic Wire	19.50	39.50
5, 10, 25c Wallomatic Wireless	25.00	32.50
Electric Speaker	25.00	29.50
Wireless Stroller	14.50	17.50
Wall Brackets	2.00	5.00
Wired Speak Organ	10.50	17.50

ROCK-OLA

12 Record	35.00	65.00
16 Record	30.00	60.00
Rhythm King 12	50.00	69.50
Rhythm King 16	50.00	79.50
Imperial 20	59.50	79.50
Imperial 16	69.50	75.00
Windsor	69.50	99.50
Windsor III	115.00	130.00
Monarch	59.50	89.50
Std Dial-A-Tone	149.50	200.00
'40 Super Rockolite	145.00	189.50
Counter '39	35.00	
'39 Standard	135.00	220.00
'39 DeLuxe	145.00	210.00
'40 Super Walnut	119.50	220.00
'40 Master Walnut	149.50	219.50
'40 Master Rockolite	150.00	225.00
'40 Counter	69.50	
'40 Counter with Std	85.00	
'41 Premier	149.50	289.50
Wall Box	9.50	
Bar Box	5.00	
Spectravox '41	47.50	99.50
Glamour Tone Column	32.50	69.50
Modern Tone Column	32.50	69.50
Playmaster & Spectravox	79.50	149.50
Playmaster	79.50	120.00
Twin 12 Cab Speak	49.50	69.50
20 Rec Steel Cab ASA	75.00	109.50
Playboy	15.00	30.00
Commando	169.50	270.00
1422 Phono ('46)	325.00	435.00
1424 Phono	290.00	450.00
1426 Phono	395.00	495.00
1501 Wall Box	5.00	7.50
1502 Bar Box	5.00	7.50
1503 Wall Box	12.50	15.00
1504 Bar Box	8.50	17.50
1510 Bar Box	17.50	29.50
1525 Wall Box	10.00	17.50

ROCK-OLA (Cont.)

1526 Bar Box	19.50	39.50
Dial a Tone B&W Box	4.00	9.50
1805 Organ Speaker	24.50	49.00
DeLuxe Jr Console Rock	50.00	150.00

PACKARD

Pla Mor Wall & Bar Box	19.50	27.50
Model 7 Phono	395.00	595.00
Hideaway Model 400	280.00	450.00
Bar Bracket	2.00	5.00
Willow Adaptor	17.50	59.50
Chestnut Adaptor	25.00	36.50
Cedar Adaptor	30.00	39.50
Poplar Adaptor	25.00	46.50
Maple Adaptor	30.20	
Juniper Adaptor	27.00	28.00
Elm Adaptor	25.00	
Pine Adaptor	25.00	50.50
Beech Adaptor	20.00	71.50
Spruce Adaptor	35.00	45.00
Ash Adaptor	25.00	35.00
Walnut Adaptor	25.00	59.50
Lily Adaptor	14.50	17.00
Violet Speaker	21.00	24.50
Orchid Speaker	49.50	50.00
Iris Speaker	55.00	59.50

MILLS

Zephyr	20.00	35.00
Studio	35.00	50.00
Dance Master	25.00	35.00
DeLuxe Dance Master	40.00	52.50
Do Re Mi	25.00	59.50
Panoram	89.50	175.00
Throne of Music	79.50	165.00
Empress	135.00	200.00
Panoram Adaptor	8.50	
Panoram 10 Wall Box Speaker	5.00	8.50
Panoram Peek (Con)	10.00	
Conv. for Paroram Peek	145.00	245.00
Constellation	10.00	29.50
	400.00	469.50

AMI

Hi-Boy (302)	169.50	295.00
Singing Towers (201)	89.50	119.50
Streamliner 5, 10, 25	59.50	100.00
Top Flight	49.50	79.50
Singing Towers Speak	15.00	
Singing Towers (301)	49.50	145.00

BUCKLEY

Wall Box	2.00	5.00
Bar Box	15.00	25.00
Wall & Bar Box O. S.	3.00	5.00

AIREON

Super DeLuxe ('36)	179.50	325.00

C.M.I. BLUE BOOK FREE PLAY PIN GAMES

ABC Bowler	19.50	24.50
Action (Rev)	19.50	45.00
Air Circus	19.50	29.50
All American	10.00	19.50
Amber	29.50	50.00
American Beauty (Rev)	15.00	19.50
Arizona (Rev)	19.50	50.00
Baffle Card	39.50	57.50
Ballyhoo	40.00	79.50
Baseball	79.50	100.00
Belle Hop	14.50	20.00
Bermuda	125.00	150.00
Big Chief	10.00	19.50
Big Hit Single Play	19.50	49.50
Big Hit Multiple Play	24.50	59.50
Big League	19.00	49.50
Big Parade	19.50	29.50
Blondie	15.00	22.00
Bonanza	99.50	125.00
Bombardier (Rev)	15.00	37.50
Bola Way	19.50	22.50
Boomtown	20.00	24.50
Bosco	15.00	27.50
Bowling League	69.50	110.00
Brazil (Rev)	20.00	27.50
Brite Spot	20.00	29.50
Broadcast	10.00	19.50
Broncho	40.00	69.50
Bubbles	29.50	79.50
Build Up	125.00	150.00
Caribbean	120.00	150.00
Capt. Kidd	15.00	29.50
Carousel	39.50	65.00
Carnival	40.00	69.50
Casablanca (Rev)	35.00	59.50
Click	59.50	79.50
Clover	20.00	35.00
Cinderella	149.50	189.50
Commander (Rev)	20.00	39.50
Commodore	15.00	19.50

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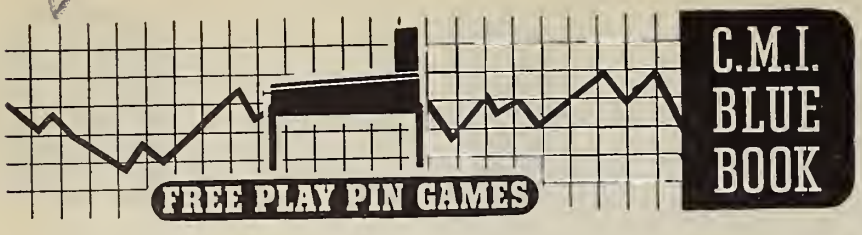
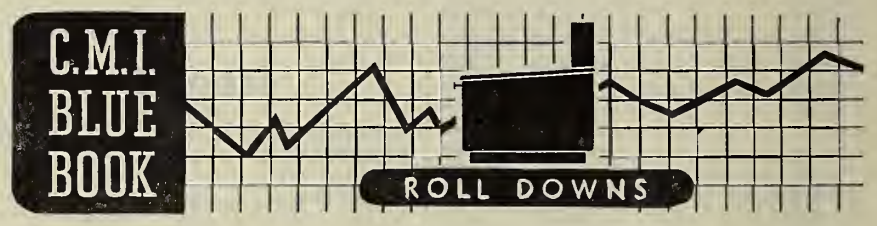
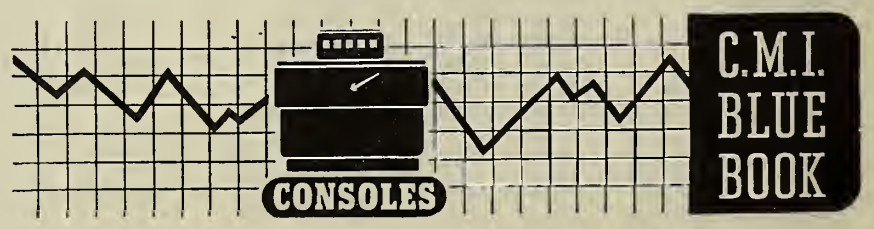


Coed	74.50	89.50
Cover Girl	120.00	149.50
Cross Line	15.00	27.50
Crossfire	79.50	99.50
Cyclone	45.00	79.50
Dixie	19.50	24.50
Do Re Mi	25.00	39.50
Double Barrel	24.50	69.50
Drum Major	25.00	34.50
Duffy's (Rev)	35.00	89.50
Duplex	14.50	17.50
Dynamite	29.50	49.50
Eagle Squad. (Rev)	14.50	19.50
Fast Ball	25.00	69.50
Fiesta	39.50	79.50
Five, Ten & Twenty	15.00	29.50
Flat Top (Rev)	10.00	22.50
Flamingo	79.50	97.50
Flying Tiger	35.00	44.50
Flying Trapeze	75.00	99.50
Foreign Colors	19.50	25.00
Formation	15.00	22.50
Four Aces	15.00	27.50
Four Diamonds	20.00	39.50
Four Roses	20.00	29.50
Fox Hunt	15.00	27.50
Frisco	20.00	32.50
G. I. Joe (Conv)	15.00	19.50
Ginger	75.00	97.50
Glamour	24.50	29.50
Gold Star	19.50	24.50
Gold Ball	49.50	89.50
Gold Mine	125.00	179.50
Grand Canyon (Rev)	15.00	37.50
Gun Club	15.00	25.00
Havana	45.00	89.50
Hawaii	50.00	115.00
Headliner	10.00	20.00
Hi Boy (Rev)	29.50	45.00
Hi Dive	19.50	27.50
Hi Hat	19.50	27.50
Hi-Ride	90.00	109.50
Hit the Jap (Rev)	19.50	29.50
Hold Over	10.00	24.50
Hollywood	19.50	44.50
Home Run '41	18.50	25.00
Home Run '42	18.50	29.50
Honey	69.50	79.50
Horoscope	15.00	30.00
Humpty Dumpty	125.00	169.50
Idaho	29.50	32.50
Invasion (Rev)	16.50	19.50
Jeep (Rev)	19.50	27.50
Jungle	15.00	24.50
Keep 'Em Flying	15.00	49.50
Kilroy	39.50	69.50
Kismet	25.00	32.50
Knock Out	15.00	29.50
Knock Out the Jap	49.50	75.00
Lady Robin Hood	135.00	169.50
Landslide	19.50	29.50
Laura	22.50	29.50
League Leader	10.00	29.50
Legionnaire	15.00	17.50
Liberty	15.00	29.50
Liberty (Rev)	35.00	59.50
Lightning	35.00	44.50
Line Up	24.50	29.50
Lucky Star	64.50	99.50
Maisie	47.50	89.50
Majors '41	15.00	33.50
Manhattan	110.00	169.50
Marines-At-Play	16.50	30.00
Marjorie	74.50	99.50
Mam-selle	69.50	89.50
Marvels Baseball	29.50	69.50
Melody	129.50	169.50
Metro	17.50	27.50
Mexico	79.50	119.50
Miami Beach	17.50	39.50
Midget Racer	15.00	45.00
Midway (Rev)	19.50	39.50
Miss America	42.50	52.50
Monicker	15.00	29.50
Mystery	49.50	89.50
New Champ	20.00	29.50
Nevada	89.50	149.50
Nudgy	49.50	69.50
Oh Boy	15.00	29.50
Oh Johnny	15.00	35.00
Oh Deck	10.00	22.50
Oklahoma	15.00	39.50
Opportunity	20.00	39.50
Oscar	69.50	149.50
Owl	10.00	35.00
Paratroop (Rev)	16.50	27.50
Paradise	19.50	37.50
Play Ball	15.00	20.00
Play Boy	35.00	99.50
Pin Up Girl	15.00	25.00
Production (Rev)	16.50	22.50
Progress	19.50	29.50
Ranger	74.50	99.50
Repeater	16.50	29.50
Rio	39.50	69.50
Riviera	22.50	30.00
Rocket	44.50	79.50
Santa Fe (Rev)	19.50	39.50
School Days	15.00	36.50
Scoop	15.00	24.50
Score-A-Line	20.00	39.50
Sea Breeze	27.50	39.50
Sea Power	35.00	49.50
Sea Hawk	24.50	39.50
Seven Up	15.00	24.50
Sea Isle	89.50	109.50
Shangri La	15.00	30.00
Shooting Stars	20.00	94.50
Short Stop	15.00	29.50
Show Boat	15.00	24.50
Show Girl	40.00	50.00
Silver Skates	19.50	37.50
Silver Spray	19.50	25.00
Silver Streak	60.00	110.00
Sink the Jap (Rev)	20.00	29.50
Singapore	90.00	159.50
Sky Blazer	29.50	37.50
Sky Chief	20.00	29.50
Sky Line	16.50	30.00
Sky Ray	19.50	25.00
Sky Raider (Rev)	22.50	25.00
Slap the Jap	14.50	39.50
Slugger	19.50	42.50
Smack the Jap (Rev)	19.50	25.00
Smarty	29.50	49.50
Smoky	65.00	75.00
Snappy '41	25.00	30.00
South Paw	15.00	25.00
South Seas	15.00	29.50
Speed Ball	20.00	32.50
Speed Demon	15.00	29.50
Speedway	20.00	35.00
Spellbound	22.50	49.50
Sports	19.50	29.50
Sports Parade	22.50	32.50
Spot-A-Card	25.00	29.50
Spot Cha (Rev)	25 00	37.50
Spot Pool	15.00	30.00
Stage Door Canteen	19.50	24.50
Stars	19.50	29.50
Star Attraction	15.00	19.50
Starlite	109.50	139.50
State Fair	32.50	69.50
Step Up	20.00	59.50
Stormy	120.00	169.50
Stratoliner	19.50	39.50
Streamlner	19.50	39.50
Sun Beam	19.50	29.50
Sun Valley (Rev)	14.00	30.00
Sunny	90.00	139.50
Supercharger	15.00	24.50
Superliner	24 50	50 00
Superscore	25.00	64.50
Surf Queens	19.50	39.50
Suspense	20.00	39.50
Tally Ho	89.50	100.00
Target Skill	19.50	69.50
Texas Mustang	12.50	32.50
Ten Spot	15.00	19.50
Topic	25.50	37.50
Tom Tom	100.00	129.50
Tornado	45.00	79.50
Torchy	79.50	95.00
Torpedo Patrol (Rev)	16.50	49.50
Towers	24.50	39.50
Trade Wind (Rev)	19.50	37.50
Treasure Chest	99.50	119.50
Trinidad	135.00	169.50
Triple Action	130.00	150.00
Tropicana	100.00	169.50
Virginia	140.00	165.00
Vanities	54.50	79.50
Velvet	19.00	44.50
Venus	15.00	24.00
Victory	14.50	19.50
Vogue	15.00	29.50
Wagon Wheels	19.50	29.50
West Wind	20.00	37.50
Wild Fire	19.50	22.50
Wisconsin	130.00	169.50
Yankee Doodle	15.00	29.50
Zig Zag	15.00	19.50

Amusematic Boomerang	49.50	95.00
Amusematic Lite League	69.50	149.50
Bally Basketball	29.50	40.00
Bally Alley	20.00	69.50
Bally Convoy	65.00	125.00
Bally Defender	42.50	125.00
Bally Eagle Eye	49.50	
Bally King Pin	59.50	95.00
Bally Lucky Strike	45.00	69.50
Bally Rapid Fire	69.50	110.00
Bally Sky Battle	70.00	125.00
Bally Torpedo	49.50	89.50
Bally Undersea Raider	99.50	149.50
Bowl-a-Way	75.00	125.00
Bowling League	37.50	85.00
Buckley DeLuxe Dig	75.00	99.50
Buckley Treas Is Dig	36.50	119.50
Champion Hockey	35.00	69.50
Chicoin Goalee	89.50	150.00
Chicoin Hockey	49.50	89.50
Chicoin Roll-A-Score	35.00	69.50
Evans In the Barrel	69.50	110.00
Evans Super Bomber	59.50	149.50
Evans Play Ball	69.50	100.00
Evans Ten Strike LD	25.00	37.50
Evans Ten Strike HL	50.00	62.50
Evans Ten Strike '46	79.50	129.50
Evans Tommy Gun	35.00	79.50
Exhibit Bowling Alley	39.50	90.00
Exhibit Card Vendor	9.50	22.50
Exhibit Rotary Mdsr	69.50	169.50
Exhibit Merchantman Roll Ch Digger	35.00	85.00
Exhibit Vitalizer	35.00	69.50
Genco Bank Roll	39.50	69.50
Genco Play Ball	35.00	85.00
Groetchen Met. Typer	200.00	245.00
Gott 3 Way Grip. '46	12.50	22.50
Hirsh Red Balls	39.50	109.50
Ideal Football	100.00	189.50
Jack Rabbit	115.00	150.00
Jenn. Roll-in-the-Barrel	69.50	149.50
Keeney Air Raider	69.50	110.00
Keeney Anti Aircraft Br	15.00	69.50
Keeney Anti Aircraft Bl	17.50	47.50
Keeney Sub Gun	49.50	95.00
Keeney Texas Leaguer	25.00	39.50
Kirk Night Bomber	30.00	79.50
Liberator	69.50	79.50
Mutoscope Ace Bomber	59.50	99.50
Mutoscope Dr Mobile	69.50	189.50
Mutoscope Photomatic	220.00	295.00
Mutoscope Sky Fighter	85.00	119.50
Periscope	69.50	79.50
Pitchem & Catchem	50.00	85.00
Rockola Ten Pins LD	19.50	
Rockola Ten Pins HD	30.00	39.50
Rockola World Series	32.50	95.00
Roll A Ball (Jafco)	69.50	125.00
Scientific Baseball	69.50	95.00
Scientific Basketball	25.00	39.50
Scientific Batting Pr	49.50	95.00
Seeburg Chicken Sam	69.50	95.00
Seeburg Jap Con.	59.50	89.50
Seeburg Shoot the Chute	29.50	125.00
Skee Barrel Roll	95.00	195.00
Skill Roll	69.50	99.50
Super Torpedo	49.50	99.50
Super Triangle	45.00	125.00
Supreme Bolascore	49.50	89.50
Supreme Gun (Rev)	55.00	89.50
Supreme Skee Roll	79.50	110.00
Supreme Skill Roll	135.00	179.50
Supreme Rocket Buster	35.00	79.50
Tally Roll	49.50	89.50
Tail Gunner	30.00	49.50
Tri-Score	50.00	99.50
Warner Voice Record.	49.50	69.50
Western Baseball '39	20.00	37.50
Western Baseball '40	49.50	89.50
Whizz	29.50	49.50
Wurlitzer Skeeball	59.50	150.00



ABC Roll Down	129.50	175.00
Arrows	75.00	115.00
Big City	50.00	135.00
Bing-A-Roll	200.00	250.00
Buccaneer	140.00	200.00
Chicoin Roll Down	95.00	245.00
Esso Stars	69.50	100.00
Genco Advance Roll	69.50	110.00
Genco Total Roll	49.50	85.00
Hawaii Roll Down	120.00	220.00
One World	79.50	150.00
Singapore	100.00	165.00
Sportsman Roll	59.50	99.50
Tropicana	165.00	225.00
Tin Pan Alley	100.00	225.00



5c Baker's Pacer DD	89.50	129.50
CS Baker's Pacer DD	175.00	300.00
25c Baker's Pacer DD	265.00	395.00
5c Baker's Pacer Std.	42.50	89.50
CS Baker's Pacer Std.	185.00	425.00
CS Baker's Pacer Std.	225.00	350.00
Bally Draw Bell 5c	199.50	250.00
Ball Draw Bell 25c	205.00	265.00
Ball DeLuxe Draw Bell 5c	225.00	285.00
Bally DeLuxe Draw Bell 25c	300.00	399.50
Bangtails '41	55.00	149.50
Big Game PO	49.50	69.50
Big Game FP	49.50	69.50
Big Top PO	35.00	79.50
Big Top FP	49.50	79.50
Bob Tail P.O.	35.00	79.50
Bob Tail FP	49.50	89.50
Club Bells	49.50	89.50
Club Bells 25c	52.50	89.50
Club House	10.00	25.00
Fast Time FP	25.00	59.50
Fast Time PO	29.50	59.50
Galloping Domino (41)	59.50	135.00
Galloping Domino (42)	100.00	119.50
High Hand	49.50	99.50
Jungle Camp FP	15.00	30.00
Jungle Camp PO	30.00	45.00
Jumbo Parade Comb	30.00	45.00
Jumbo Parade FP	39.50	49.50
Jumbo Parade PO	39.50	59.50
Jumbo Parade 25c	49.50	125.00
Kentucky Club	69.50	89.50
Lucky Lucre 5-5	39.50	59.50
Lucky Lucre 5c	69.50	99.50
Lucky Star	69.50	109.50
Lucky Star '41	79.50	110.00
Mills 4 Bells	99.50	139.50
Mills 3 Bells	159.50	265.00

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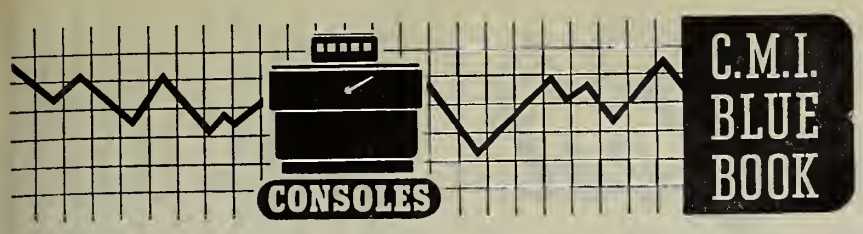


Paces Races Bl Cab	29.50	40.00
Paces Races Br Cab	39.50	75.00
Paces Races Red Arrow	59.50	75.00
Paces '39 Saratoga	45.00	65.00
Paces Saratoga w rails	49.50	59.50
Paces Saratoga no rails	39.50	59.50
Paces Saratoga Comb.	49.50	69.50
Paces Saratoga Jr. PO	25.00	49.50
Paces Saratoga Sr. PO	37.50	69.50
Paces Reels Comb.	29.50	69.50
Paces Reels Jr. PO	50.00	69.50
Paces Reels Sr. PO	50.00	65.00
Paces Reels w rails	49.50	69.50
Paces Reels no rails	30.00	69.50
Paces Twin 5-5	89.50	119.50
Paces Twin 5-10	89.50	149.50
Paces Twin 10-25	85.00	125.00
Paces Twin Console 5-25	99.50	149.50
Pastime	69.50	124.50
Roll 'Em	32.50	59.50
Silver Moon Comb	50.00	69.50
Silver Moon PO	49.50	79.50
Silver Moon FP	29.50	89.50
Silver Moon 10c	59.50	99.50
Silver Moon 25c	55.00	100.00
Skill Time '37	20.00	37.50
Skill Time '38	25.00	40.00
Skill Time '41	35.00	52.50
Sun Ray	49.50	85.00
Super Bell 5c Comb.	49.50	89.50
Super Bell 25c Comb.	69.50	100.00
Super Bell Two Way 5-5	89.50	125.00
Super Bell Two Way 5-25	99.50	169.50
Super Bell Four Way 5-5-5-5	125.00	169.50
Super Bell Four Way 5-5-5-25	125.00	200.00
Super Bell Four Way 5-5-10-25	325.00	450.00
Super Bonus Bell 5c FP & PO	165.00	345.00
Super Bonus Bell 5c-25c FP & PO	300.00	595.00
Super Bonus Bell 5c-5c FP & PO Combo	250.00	575.00
Super Bonus Bell 5-10-25c PO	695.00	795.00
Super Track Time	100.00	175.00
Super Track Time TKT	165.00	200.00
Track Odds Daily Dbl.	100.00	279.50
Track Odds DD JP Buckley	225.00	299.50
Track Time '39	69.50	89.50
Track Time '38	50.00	95.00
Track Time '37	29.50	
Triple Entry	49.50	100.00

MILLS (Cont.)

5c Blue Front	79.50	119.50
10c Blue Front	89.50	129.50
25c Blue Front	99.50	139.50
50c Blue Front	100.00	249.50
1c Brown Front	79.50	119.50
5c Brown Front	80.00	99.50
10c Brown Front	85.00	109.50
25c Brown Front	75.00	99.50
50c Brown Front	179.50	245.00
1c Cherry Bell	69.50	119.50
5c Cherry Bell	65.00	95.00
10c Cherry Bell	67.50	105.00
25c Cherry Bell	89.50	110.50
25c Cherry Bell	89.50	110.50
1c Bonus Bell	99.50	129.50
5c Bonus Bell	89.50	119.50
10c Bonus Bell	72.50	124.50
25c Bonus Bell	79.50	139.50
5c Original Chrome	69.50	109.50
10c Orig. Chrome	69.50	119.50
25c Orig. Chrome	75.00	119.50
50c Orig. Chrome	165.00	250.00
1c QT Glitter Gold	29.50	75.00
5c QT Glitter Gold	69.50	87.50
10c QT Glitter Gold	69.50	100.00
25c QT Glitter Gold	69.50	100.00
1c VP Bell	19.50	31.50
1c VP Bell JP	25.00	37.50
1c VP Bell Green	22.50	29.50
5c VP Bell Green	29.50	39.50
1c VP Chrome	34.50	
5c VP Chrome	30.00	44.50
5c VP Chrome Plus	47.50	55.00
1c P Bell B&G	29.50	40.00
5c VP Bell B&G	29.50	50.00
Vest Pocket '46	42.50	59.50
5c Futurity	49.00	79.50
10c Futurity	89.50	109.50
25c Futurity	119.50	150.00
50c Futurity	149.50	194.50
5c Black Cherry Bell	79.50	154.50
10c Black Cherry Bell	125.00	154.50
25c Black Cherry Bell	135.00	154.50
25c Golf Ball Vendor	89.50	125.00
5c War Eagle	35.00	79.50
10c War Eagle	69.50	79.50
25c War Eagle	79.50	85.00
50c War Eagle	149.50	150.00
5c Melon Bell	50.00	79.50
10c Melon Bell	85.00	100.00
25c Melon Bell	100.00	140.00
Golden Falls 5c	127.50	164.50
Golden Falls 10c	134.50	174.50
Golden Falls 25c	165.00	179.50
Golden Falls 50c	250.00	350.00

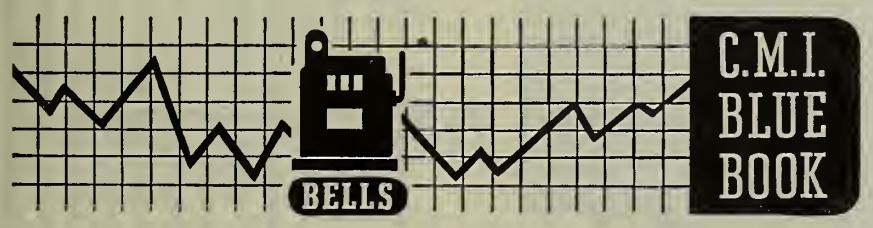
PACE (Cont.)

10c Comet FV	39.50	60.00
25c Comet FV	50.00	125.00
50c Comet FV	98.50	125.00
5c Comet DJP	40.00	79.50
10c Comet DJP	50.00	79.50
1c Comet Blue	20.00	37.50
5c Comet Blue	30.00	59.50
10c Comet Blue Front	30.00	40.00
25c Comet Blue Front	59.50	89.50
50c Comet	125.00	145.00
5c All Star Comet	57.50	69.50
10c All Star Comet	29.50	49.50
25c All Star Comet	49.50	69.50
50c All Star Comet	149.50	225.00
1c All Star 2-4	20.00	35.00
1c Rocket	49.50	69.50
5c Rocket	55.00	79.50
10c Rocket	69.50	89.50
25c Rocket	79.50	100.00
5c TJ Comet	25.00	47.50
5c Club Bell	49.50	89.50
10c Club Bell	69.50	90.00
25c Club Bell	119.50	125.00
50c Club Bell	139.50	250.00
5c Comet Red	79.50	90.00
10c Comet Red	79.50	120.00

JENNINGS

5c Chief	25.00	65.00
10c Chief	25.00	64.50
25c Chief	59.50	145.00
5c Club Bell	65.00	109.50
10c Club Bell	89.50	100.00
25c Club Bell	50.00	110.00
50c Club Bell	199.50	235.00
5c Silver Moon Chief	29.50	39.50
10c Silver Moon Chief	9.50	29.50
25c Silver Moon Chief	59.50	79.50
5c Silver Chief	79.50	99.50
10c Silver Chief	79.50	99.50
25c Silver Chief	89.50	149.50
50c Silver Chief	189.50	249.50
10c Golf Vndr	89.50	129.50
25c Gold Ball Vndr	109.50	149.50
Cigarolla	25.00	49.50
Cigarolla XXV	30.00	60.00
Cigarolla XV	49.50	89.50
5c Victory Chief	50.00	100.00
10c Victory Chief	55.00	110.00
25c Victory Chief	109.50	129.50
1c 4 Star Chief	49.50	75.00
5c 4 Star Chief	49.50	69.50
10c 4 Star Chief	64.50	69.50
25c 4 Star Chief	85.00	129.50
5c Victory 4 Star Ch	75.00	115.00
10c Victory 4 Star Ch	85.00	125.00
25c Victory 4 Star Ch	95.00	200.00
5c Super DeLuxe Club Chief	189.50	220.00
10c Super DeLuxe Club Chief	175.00	300.00
5c Standard Chief	110.00	169.50
10c Standard Chief	100.00	225.00
25c Standard Chief	100.00	235.00
50c Standard Chief	189.50	249.50
$1.00 Standard Chief	379.50	475.00
5c Bronze Chief	90.00	129.50
10c Bronze Chief	89.50	159.50

Big Game PO	35.00	49.50
Big Parley	125.00	195.00
Big Prize FP	20.00	42.50
Big Prize PO	15.00	20.00
Blue Grass FP	35.00	59.50
Blue Ribbon PO	20.00	35.00
Club Trophy FP	42.50	74.50
Contest FP	30.00	65.00
Daily Races	175.00	255.00
Dark Horses FP	35.00	79.50
'41 Derby FP	29.50	79.50
Dust Whirls	89.50	129.50
Entry	369.50	595.00
Gold Cup	10.00	30.00
Grand National	19.50	25.00
Grand Stand PO	14.50	25.00
Gold Medal PO	10.00	25.00
Hot Tip	259.50	300.00
Jockey Club	59.50	69.50
Kentucky	49.50	62.50
Long Acre	50.00	89.50
Long Shot PO	39.50	59.50
One Two Three '41	39.50	89.50
Owl FP	22.50	49.50
Pastime (Rev)	39.50	49.50
Pacemaker PO	15.00	35.00
Pimlico FP	47.50	79.50
Race King (Rev)	29.50	49.50
Record Time FP	35.00	59.50
Rockingham	105.00	169.50
Santa Anita	24.50	32.50
Sport Event FP	19.50	52.50
Sky Lark FP &PO	30.00	69.50
Special Entry	299.50	329.50
Sport Special FP	19.50	49.50
Sport Page PO	19.50	35.00
Spinning Reels PO	19.50	37.50
Sport King PO	32.50	59.50
Stepper Upper PO	15.00	50.00
Sportsman (Rev)	32.50	37.50
Thorobred	50.00	79.50
Turf Champ FP	49.50	69.50
Turf King	69.50	79.50
Victory FP	10.00	25.00
Victory Derby	125.00	189.50
Victory Special	169.50	199.50
War Admiral (Rev)	15.00	85.00
Whirlaway (Rev)	39.50	79.50
Winning Ticket	15.00	25.00



MILLS

5c Black HL	79.50	125.00
10c Black HL	135.00	159.50
25c Black HL	130.00	150.00
5c Emerald Chrome HL	175.00	219.00
10c Emerald Chrome HL	109.50	185.00
25c Emerald Chrome HL	155.00	190.00
50c Emerald Chrome HL	139.50	250.00
5c Gold Chrome HL	85.00	119.50
10c Gold Chrome HL	89.50	129.50

MILLS (Cont.)

50c Gold Chrome HL	249.50	375.00
5c Gold Chrome HL	249.50	375.00
10c Gold Chrome	89.50	124.50
25c Gold Chrome	99.50	119.50
50c Gold Chrome	175.00	209.50
Copper Chrome	79.50	119.50
10c Copper Chrome	129.50	210.00
25c Copper Chrome	129.50	200.00
5c Club Bell	90.00	149.50
10c Club Bell	100.00	169.50
25c Club Bell	135.00	179.50
50c Club Bell	189.50	375.00
1c Blue Front	65.00	75.00

GROETCHEN

1c Columbia	29.50	60.00
5c Columbia Chrome	39.50	74.50
5c Columbia JPV Bell	32.50	69.50
5c Columbia Fruit	37.50	69.50
5c Columbia Cig RJ	39.50	49.50
5c Columbia DJP	45.00	79.50
10c Columbia DJP	59.50	89.50
5c Columbia Club Cig GA	29.50	37.50
5c Columbia Club DJ	50.00	89.50
10c Columbia Club Cig GA	59.50	79.50
5c Columbia Cig. GA	35.00	39.50
5c Columbia Fruit GA	49.50	79.50
5c Columbia Orig GA	25.00	45.00
5c Conv Columbia Chrome	49.50	59.50

PACE

5c Comet FV	37.50	49.50

WATLING

5c Rolatop '46	60.00	150.00
10c Rolatop '46	60.00	150.00
25c Rolatop	60.00	149.50
50c Rolatop	145.00	295.00
5c Club Bell	65.00	95.00
10c Club Bell	75.00	125.00
25c Club Bell	145.00	185.00

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Buckley BUILDS THE Best

NEW CABINET ASSEMBLIES

FOR MILLS ESCALATOR BELLS HAMMERLOID OR WRINKLE

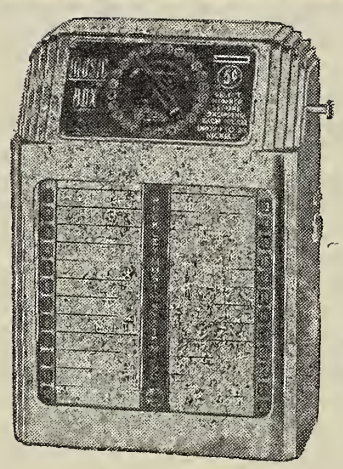
YOUR CHOICE OF:

Cherry or Diamond Ornaments, Maroon, Copper, Gold, Green, Aluminum Gray, Chocolate, Surf Blue.

- Complete new precision-built light wood Cabinets expertly finished with perfect fit new aluminum castings.
- Club Handle and Handle Collar chrome plated.
- Heavy brass chrome plated etched Reward Plates, 2/5 or 3/5.
- 5c-10c-25c chrome Denominator Coin Intake.
- Payout Cups with anti-spoon Cup.
- Drillproof Plates.

$50.00

THE NEW Music Box



Buckley gave Music Operators the FIRST practical and profitable music box at the LOWEST PRICE. Today, Buckley leads the field by offering a NEW music box of advanced design and perfection at a NEW LOW PRICE.

Quality of material and workmanship have not been sacrificed. This sensational low price is the result of economies realized in large quantity production.

The new Buckley Music Box is genuinely chrome plated, with beautiful red dial plates and attractively illuminated. Equipped with positive nationally known slug rejector and double capacity cash box. Complete program of selections always in full view, Buckley's exclusive features of construction, combined with outstanding beauty and eye appeal makes this the outstanding remote control music box . . . equally popular for wall or bar installation.

$29.00

TRACK ODDS

BUCKLEY TRACK ODDS has long been recognized as the only seven-coin race horse console that would stand up month after month—year after year—and outearn all other coin machines. Buckley operators know this to be a fact. Experience has proved that no other machine can even come in a close second from the standpoint of earnings. Every day new operators are finding out that the new BUCKLEY TRACK ODDS are even more profitable to operate than they hoped for.

$1250.00

CMI MEMBER

Buckley Manufacturing Co.

4223 WEST LAKE STREET • • • CHICAGO 24, ILLINOIS

(PHONE: VAN BUREN 6436-37-38-6533)

USED MACHINE SALES BOOM

Reports From Wholesalers Tell Of Substantial Pick-Up. Demand For Top Used Equipment Best In Months. Wholesalers Inventories Now At Lowest Ebb.

NEW YORK—The sale of used machines is once again booming, according to reports from distributors and jobbers throughout the entire country. Up to a few weeks ago it was generally admitted that used equipment was moving slowly, but then a splurge was noticed. Machines that had been stocked up on the floors of the wholesalers were being demanded by operators.

However, it was pointed out that the equipment was offered at bargain prices, which may have been the deciding factor. But, they state, the equipment was sold, and now there is a decided demand from operators for more and more of the better used machines.

One nationally known distributor reported that his floors have been cleaned of all types of used machines during the past three weeks. "It is clear that operators have a need for used machines to fit into their secondary spots" he stated "but up until the past few week have been holding back from buying. Now the trend seems to be to clean up and bolster their routes with better used machines . . . machines that are mechanically right and look good. And as far as the price they are paying, my equipment, while priced reasonably, is slightly higher than asked by other wholesalers, but my customers know that the equipment is in the best possible condition. Whatever the reason is for the splurge in buying, I don't know what it is. All I know that my machines are moving, and others in this city report similar happy conditions. As a matter of fact, I'm in the market to buy myself as I have orders to fill."

Another wholesaler explained that his sales of used machines have spurted, and tells us hat the export market is very active. "In order to fill the export orders, and as a matter of fact, to satisfy my local trade who have also shown signs of coming to life, I have had to do considerable buying myself" he claims. "It is interesting to note" he continued "that during the past few weeks, other wholesalers whom I've contacted for used machines for my needs, tell me that they too have found sales improving considerably. I guess all the industry needs for a return to the usual activity is the slightest indication of optimism.

An Eastern distributor, who wholesales practically every type of coin operated equipment tells us that his shipping department has been working overtime to fill orders. "We had a rush of orders in the past few weeks" he stated "and in my opinion there's a combination of reasons. In the first place, we've expanded our advertising budget. Then, our salesmen on the road and on our sales floors have been working harder, as have the officials of the company. One reason beyond these, is that we've been selling considerable equipment for resort and summer locations, and our export trade has increased."

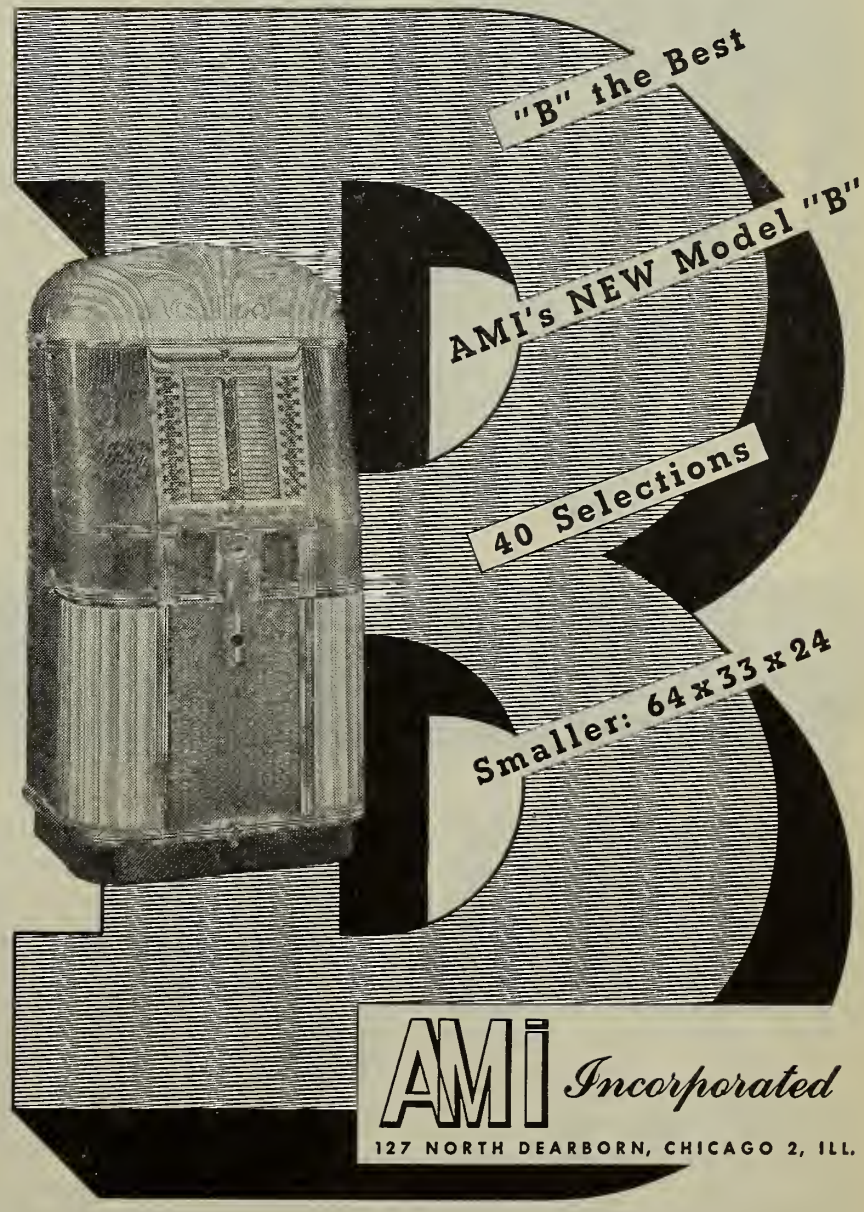
MUSIC OPERATORS
•
WATCH FOR
"ENCORE"
•
America's Finest
Newest
Greatest
Music
•
COMING SOON!!

1st Machine Ad Ever In Chinese

MANILA, PHILIPPINES—In order to stimulate play on coin operated amusement machines in this city, Bill Suter of Morcoin Company, Ltd., has inaugurated a series of newspaper ads directed at the general public.

One of the ads (shown above) is carried in a Chinese language paper, and Suter writes that the editor of the paper informed him that it was the first ad ever to appear in Chinese on coin operated equipment.

Morcoin Company is distributor for several American coin machine manufacturers, as well as the leading operator on the Islands.



A BRAND NEW IDEA
A 1 TO 4 ROLLOVER BUTTON COMBINATION.

- Flipper action, kick-out hole, single, double, triple, bonus, super high score— 7 extra rollover buttons, and 3 - 100,000 bumpers.
- Operators acclaim it, the public demands it, it's Genco's Mardi Gras.
- Even greater playing appeal than Triple Action and Trade Winds combined.
- It has terrific action with FIVE ways to score.

GENCO BUILDS GREATER GAMES
2621 NORTH ASHLAND AVENUE • CHICAGO 14, ILLINOIS

Frank Hammond, Phila. Coinman, Dies

PHILADELPHIA, PA. — Frank Hammond, well known coin machine personality of Philadelphia, died here suddenly on Tuesday, June 22 of a heart attack. He was 47 years.

Hammond had been closely associated with the music machine side of the business for many years, having organized the music operators of that area into the present association. He served as the first manager of the association. Branching out from Philadelphia, Hammond was the moving spirit in bringing together the operators of Eastern Pennsylvania into one organization. Some of the areas brought in were Camden, N. J., Harrisburg, Allentown, and Reading, Pa.

After leaving the association, Hammond was connected with Sol Hoffman's Tri-State Music Company of Harrisburg; Sam Taran's Mayflower Novelty Company of Philadelphia; Sam Stern's Scott-Crosse Company, Philadelphia; and finally went into business for himself, forming a partnership with Fred Stum, jobbing equipment in Philadelphia. In between his connection with Mayflower and Scott-Crosse, Hammond served his country in the United States Army for the duration.

He left two brothers and his mother. Burial was Friday, June 25.

Congratulations
and
Best Wishes
on
The Sixth Anniversary
of
THE CASH BOX

PHONOGRAPH MERCHANTS ASSOCIATION
CLEVELAND, OHIO

New Orleans Games Ops Watch Tax Bill

Senate Bill Will Give Cities Over 300,000 Population Right To Levy Tax

NEW ORLEANS, LA.—Louisiana Senate Bill No. 301, passed by the Louisiana Senate on June 21, is being watched very carefully by coinmen here, as they consider it to be of vital importance in the conduct of their business.

This bill proposes to amend Act 212 of 1938 (as amended by Act 205 of 1940). Act 212 of 1938 authorizes parishes and municipalities of *more than* 300,000 *inhabitants* to levy license taxes on games of skill and chance and similar mechanical devices. The present law provides that the proceeds thereof be used by the city for relief purposes. While House Bill No. 105 was pending in the Louisiana legislature, Senate Bill No. 301 was introduced, proposing that Act 212 of 1938 *be repealed*, thus rescinding the authority of cities over 300,000 to impose coin machine taxes.

Senate Bill No. 301 was referred to the Affairs of the City of New Orleans Committee where it was amended. In effect, the amendment provides that cities over 300,000 *shall continue* to have the power to impose coin machine taxes. The recent amendment makes only minor changes in the original 1938 Act as it now exists. Whereas the proceeds under the original Act were limited to relief purposes, now the city may impose coin machine taxes for "public and quasi-public charitable institutions in the parish or municipality", the funds to be controlled by the parish or municipal director of Public Welfare.

Senate Bill No. 301 now goes to the House for its consideration. If this bill becomes law, the City of New Orleans will continue to have the power to impose coin machine taxes independent of the state tax.

Section 2 of the House Bill No. 105, approved June 7, providing that "No parochial or municipal corporation or other subdivision shall have authority to levy any tax imposed by this section" apparently would not be controlling.

MAN - LOOK AT THESE PRICES!

Bally VICTORY SPECIALS	$142.50
Bally MELODY	122.50
Gottlieb HUMPTY DUMPTY	122.50
Williams' SUNNY	122.50
United's SINGAPORE	122.50
United's TROPICANA	139.50
United's HAWAII	85.00

1/3 Deposit Required, Balance C.O.D.

CROWN NOVELTY CO., Inc.
920 Howard Avenue, New Orleans 13, La.
Phone: CAnal 7137 Nick Carbajal, Gen. Mgr.

MUSIC OPS-
IT'S MONEY IN THE BANK!
SEE...
INSIDE FRONT COVER

BEN RODINS SAYS
If I Can't Guarantee It . . .
I Won't Ship It!
USED GAMES
CLEANED • CHECKED • SCRAPED

Big Hit	24.50	Nevada	89.50
Dynamite	24.50	Playboy	44.50
Fast Ball	24.50	Smarty	29.50
Hawaii	84.50	Stagedoor Canteen	24.50
Havana	39.50	Super Score	29.50
Humpty Dumpty	129.50	Spellbound	24.50
Kilroy	39.50	Surf Queen	24.50
Lucky Star	54.50	Suspense	24.50
Mam'selle	69.50	Tornado	44.50
Manhattan	124.50	Tropicana	109.50

MARLIN
Amusement Corporation
412 9th St., N.W. DI. 1625
WASHINGTON 4, D. C.

MUSIC OPERATORS
WATCH FOR
"ENCORE"
America's Finest
COMING SOON

FABULOUS AMAZING **ALI-BABA**

All the Features that Make Gottlieb Games Profitable

Plus **PROGRESSIVE BUILD-UP BUMPERS!**

Most sensational idea since our widely imitated *Original* Flipper Bumpers!

Plus **HOLD-OVER BONUS**

Terrific Play Incentive!

CONTACT YOUR DISTRIBUTOR AT ONCE!

GAUGED PRODUCTION AND CONTROLLED DISTRIBUTION
PROTECT YOUR INVESTMENT!

"There is no substitute for QUALITY!"

D. Gottlieb & Co.

MEMBER

1140-50 N. KOSTNER AVE.
CHICAGO 51, ILLINOIS

Dave Stern Expands Sales Efforts Of Seacoast Distrib. Newark, N. J. Office

DAVE STERN

NEWARK, N. J.—If you walk into the offices of Dave Stern's Seacoast Distributors on Frelinghuysen Avenue, this city, and find big, congenial Dave running around with his coat off, sleeves rolled up, and the sweat of honest toil running down his face, don't get startled—it's him.

Stern has taken over the management of the offices, and is overseeing the conduct of the business personally. The staff of Seacoast has been curtailed and streamlined to fit the overhead into a more workable organization. With Stern himself available to partake in the activities (and Dave claims he's as good as any two men) the firm intends to put more effort into expanding their sales program.

"Seacoast in Newark is open to do business" states Stern "and I'll be on hand practically all the time to see that we do it. We're redecorating our beautiful showrooms and offices, and when the renovations are completed, it'll be among the most outstanding coin machine headquarters and comparable to any in the country."

Seacoast is distributor for Rock-Ola Manufacturing Corporation, Watling Manufacturing Company and Pfanstiehl needles, as well as wholesalers of all types of used equipment.

Millions Of New Dimes In N. Y.

Ops Urged To Take Advantage Of Condition

NEW YORK CITY—With July 1st only days away, the city is beginning to see brand new ten-cent pieces. July 1st is the date when the subway systems change over from five cents a ride to ten cents.

Anticipating a terrific demand for additional dimes, the mint has shipped 20,000,000 into the city. The retail outlets — department stores, chain cigar stores, chain drug stores, and other large organizations dealing directly with the public, have agreed to cooperate with city officials in circulating the coins. Change from any coin of larger denomination, or paper money is being doled out in brand new dimes. New Yorkers are practically "dime heavy."

In checking personally, we found that of the change in a man's pocket today, the percentage of dimes to any other coin is two to three to one.

With these conditions prevalent, operators of coin machines can use it to their advantage. The 10c play, either 1 or 2 for 10c; 5 or 6 for 25c, can, and should be exploited. This is a great opportunity for music machine operators in particular, and shouldn't be passed up.

Music operators all over, but New York in particular, should study the item on the inside front cover of this issue, and the accompanying card. Juke box play can be stimulated by the proper exploitation of the equipment, and with the current situation whereby dimes are flooding the city, operators can secure their share of them, plus volume play of quarters.

WE WANT

TOTAL ROLLS
ESSO ARROWS
BING-A-ROLLS
HY-ROLLS

PHONE-WIRE-WRITE IMMEDIATELY stating quantity and price.

We Buy and Sell All Types of Steel and Wood Ball Rolldowns

GEORGE PONSER
COMPANY OF N. Y., INC.
250 W. 57th ST., NEW YORK, N. Y.
(Phone: Circle 6-6651)

Aireon's **Coronet** FOR **495**

COIN MACHINE MOVIES
For Regular Panorams and Solo-Vues
REELS OF 8 AND 6 SUBJECTS
Our Films Get The Dimes
PRICE $32.50 TO $38.50 Per Reel
PHONOFILM
3331 No. Knoll Dr. Hollywood 38, Cal.

Notice!

...because of continued, popular demand

and beginning with this issue the

"C. M. I. BLUE BOOK"

("The Confidential Price Lists")

...is incorporated into and becomes an

integral part of each week's issue of

THE CASH BOX

★

SUBSCRIPTION PRICE RETURNS TO

$15.00

PER YEAR

★

MEMBER

PUT YOUR MONEY ON A PROVEN WINNER!

Williams

YANKS

Operators' Demands Force Us To Continue Production Indefinitely!

ORDER FROM YOUR DISTRIBUTOR NOW!

Williams

MANUFACTURING COMPANY

161 W. HURON ST., CHICAGO 10, ILL.

WHAT DO YOU NEED IN USED MUSIC MACHINES?

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Soup and Sandwich Machines Predicted

ANN ARBOR, MICH. — E. C. Scully, an official of the Lily Tulip Cup Corporation, New York City, told the members attending the first national sanitation conference at the University of Michigan that there would be marketed soon a vending machine that would supply the public with a specially prepared cup of chicken noodle soup.

For a dime, he said, the patron would receive a cup of soup prepared by the mixing of crushed ingredients with boiling water.

Another machine that the vending machine manufacturers are trying to develop is one that would give the buyer toasted cheese and hamburger sandwiches.

N. Y. Union "Picketing" Case Returned To Magistrate's Court After Reversal by Court of Appeals

Hearings To Start June 28

NEW YORK — The recent case "People against Fred Mimms, is not fully concluded. This is the case of a union picket who was convicted of disorderly conduct by a Magistrate's decision, and then was reversed by Special Sessions of the Court of Appeals. The matter was ordered for a new trial in the Magistrate's court, and is now scheduled for Monday, June 28.

In reversing the original conviction of the Magistrate's court, a majority of the Court of Appeals stated "In the opinion of the majority of the Court, peaceful picketing directed to the Complainant's machine by a union because it is not serviced by a member of the union would not be unlawful. This would seem to be so even though the Complainant claims to service the machine himself. . . . If there is a legitimate grievance, the attention of the public may be called to it in a peaceful manner in the exercise of the right of free speech."

In returning the case to the Magistrate's court, the Court of Appeals wrote "Ordinarily our reversal would be accompanied by a dismissal of the complaint. However, in this instance, a new trial should be had where the facts concerning the servicing of the machine and other branches of the case may be fully developed so as to present an accurate and complete picture of the factual situation to which the law may be applied. Accordingly, the judgment is reversed and a new trial ordered."

The decision of the Special Sessions court, while reversing the Magistrate, is not too clear. The attorney for the Union, Sidney Levine, points out the reason for the new trial is not to determine the point of law regarding the "right of peaceful picketing" by the Union, but to review the facts on whether the picket was "disorderly" by making false statements to customers who were patronizing the location.

Others in the trade state that in their opinion the case will be completely reviewed to determine the facts as ordered by the Court of Appeals in its decision as quoted above.

However, the fact remains that the case must be tried once again in the Magistrate's court on June 28, and any decision may be forthcoming.

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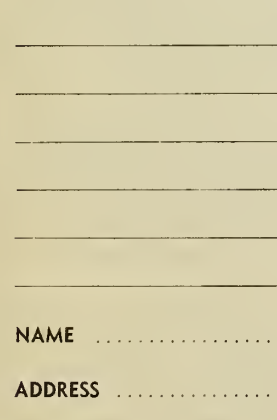

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Videograph Boosts Production

NEW YORK—The Videograph Corporation, this city, announced this past week that production was being boosted and that, within a few weeks, they believe they will reach a new production mark.

The firm have been well under way for sometime, according to Lou Forman, president, but were stymied from getting into volume production because of scarcity of tubes and other components. This, it now seems has been somewhat overcome and deliveries are coming thru to the firm much better than expected.

If deliveries of components continue at the present pace", Forman reports, "we believe that, within a few short weeks, we shall be able to satisfy all demand for 'Videograph' units. And", he continued, "we can report at this time that demand has continued unabated since the first announcements we made regarding our 'Videograph' machine."

"Videograph" features an Emerson television receiver in combination with a juke box mechanism. Collection reports from test location are exceeding any statements yet made by the firm.

Distribs are being appointed to handle territories at TV stations come into being in various cities thruout the country. In cities where television is now operating demand for the machines has continued with the firm working hard to meet all requests for delivery.

Forman also stated, "We shall be in better position now to appoint more distributors for 'Videograph', especially in territories where television is just entering the field, because of our production increase."

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WANT

WANT—Total Rolls, Bally Hy-Rolls, Esso Arrows, Bing-A-Rolls. State quantity and price in first letter. GEORGE PONSER COMPANY OF N. Y., Inc., 250 W. 57th ST., NEW YORK, N. Y. Tel.: CIrcle 6-6651.

WANT—All types of Music Machines, especially Seeburg Hitones, Wurlitzer 750 and 750E, etc. Quote lowest price and condition. DAVE LOWY & COMPANY, 594 TENTH AVE., NEW YORK 18, N. Y. Tel.: CHickering 4-5100.

WANT—To Purchase for export shipments — Model 1015 Wurlitzer, 1946 AMI's 146 and 147 Seeburgs. State quantity and your lowest price in first letter. BADGER SALES CO., INC., 2251 W. PICO BLVD., LOS ANGELES 6, CALIF.

WANT—Used juke box records. Highest prices paid. Unlimited quantities. We purchase all year 'round. Compare our prices before selling your records. We pay freight. Call, Wire, Write FIDELITY DIST., 1547 CROSBY AVE., BRONX 61, N. Y. Tel.: UNderhill 3-5761.

WANT—New and Used Wall Boxes, Adapters and Speakers; Twin 16 Adapters for Rock-Ola; Mills, Jennings F. P. Mint Vendors; any 25 cycle equipment. ST. THOMAS COIN SALES, LTD., ST. THOMAS, ONT., CANADA.

WANT—All makes and models 5c, 10c, 25c, 50c Slots. Cash waiting. MAR-MATIC SALES CO., 48 W. BIDDLE ST., BALTIMORE 1, MD.

WANT—Total Rolls, Bally Hy-Rolls, Esso Arrows, Bing-A-Rolls. State quantity and price in first letter. GEORGE PONSER COMPANY OF N. Y., INC., 250 W. 57th ST., NEW YORK, N. Y. Tel.: CIrcle 6-6651.

WANT—Will buy any quantity used slot machines, all makes and models. Also Columbias, Gooseneck Mills Q.T.'s Vest Pockets. Quote lowest prices in first letter. Machines must be in first class condition. AUTOMATIC GAMES CO., 2858 W. PICO BLVD., LOS ANGELES 6, CALIF.

WANT—Total Rolls, Bally Hy-Rolls, Esso Arrows, Bing-A-Rolls. State quantity and price in first letter. GEORGE PONSER COMPANY OF N.Y., INC., 250 W. 57th ST., NEW YORK, N.Y. Tel.: CIrcle 6-6651.

WANT—Used records. Will positively pay more. Sell to the East's largest distributor of used records. Will pick up. Write, call or ship to BERNARD MUCHNICK, 1315 NO. 52nd ST., PHILADELPHIA 31, PA. Tel.: GR 3-8628.

WANT—Bally Victory Derbys, Bally Entrees and Jockey Clubs. Check Separators. Cash or trade, whatever you need. Also want '46 and '47 Seeburgs and '46 and '47 Wurlitzers. Quote lowest prices, first letter. SILENT SALES CO., 200 ELEVENTH AVE., SOUTH, MINNEAPOLIS 15, MINN. Tel.: GEneva 3645.

WANT — Mutoscope Cranes, Fan Fronts, Red Tops, etc.; late Bally One-Ball Games free play and automatic; Keeney Bonus Super Bells; Bally Triple Bells, etc.; Jennings Super DeLuxe, DeLuxe, Standard and Club Console Slot machines; Wurlitzer, Seeburg, and Rock-Ola post-war Phonographs; Packard Chrome Boxes. Write price and condition. WESTERN DISTRIBUTORS, 3126 ELLIOTT AVE., SEATTLE 1, WASH. Tel.: GArfield 3585.

WANT—The used records from your boxes. We buy steadily all year around. Top prices paid. Sell to Chicago's Largest Distributor of Used Records. We pay freight. Write, Call or ship to: USED RECORD EXCHANGE, Anthony "Tony" Galgano, 4142 W. ARMITAGE AVE. CHICAGO 39, ILL. Tel.: DIckens 7060.

WANT—Keeney Bonus Super Bells 2-Way 5 & 25c, 3-Way 5-10-25c; Bally Triple Bells; Bally Eurekas; Mutoscope Diggers; used Packard Boxes; will buy over-stocks of late pin games for re-sale. Quote best prices, quantity and condition in first letter.. M. A. POLLARD COMPANY, 725 LARKIN STREET, SAN FRANCISCO 9, CALIF. Tel.: ORdway 3-3069.

WANT—Mills or Jennings Silver Dollar Slot. State condition and price. EAST COAST MUSIC CO., 10th & WALNUT STS., CHESTER, PA. Tel.: CHester 3637.

WANT—Escalator slots. State condition, quantity and price. EAST COAST MUSIC CO., 10th & WALNUT STS., PA. Tel.: CHester 2-3637.

WANT—Gottlieb Daily Races, cash payout models. LIEBERMAN MUSIC CO., 1124 HENNEPIN AVE., MINNEAPOLIS 3, MINN.

WANT—Seeburg electric piano rolls in good condition. Also Mills slot machines 25 and 24 pay-off. State lowest prices. LITTLE AMUSEMENT, 7650 S. HALSTED, CHICAGO 20, ILL. Tel.: HUdson 6464.

WANT—5 Ball F.P. original Flipper games and new game closeouts; Slots, all makes and models; Keeney Bonus Super Bells; Bally Triple Bells; Eurekas; late model phonographs. All equipment must be in A-1 condition. State quantity and prices in 1st letter. NOBRO NOVELTY, 369 ELLIS STREET, SAN FRANCISCO 2, CALIF. Tel.: TUxedo 5-4976.

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FOR SALE—Packed—ready to ship. Advance Rolls $95; Red Balls $59.50; Esso Arrows $95; Lite Leagues $49.50; Wurlitzer 616 Lite up $89.50; Strikes 'N Spares, new parts $449.50. NATIONAL NOVELTY CO., 183 E. MERRICK ROAD, MERRICK, L. I., N. Y.

FOR SALE—Favorites $375 ea. original cases; Victory Specials $125 ea.; Gottlieb Daily Races $175; Keeney Hot Tip $235; Strikes 'N Spares $295. Nickel Nudgers $3.45 ea. Write for quantity prices. WESTERN DISTRIBUTORS, 1226 S. W. 16th AVENUE, PORTLAND 5, ORE. Tel.: AT-7565.

FOR SALE—Selling Out! Brand new and used Steel Ball rolldown Games and Wood Ball Rolldown Games. Tell us what you need. Make offer. Box 133, c/o *The Cash Box*, 381 Fourth Avenue, New York 16, N. Y.

FOR SALE—5 Balls: Baffle Cards, Kilroys $55 ea.; Play Boys 70 ea.; Streamliners $20 ea.; Sky Blazers $15 each. All above are in top condition. Terms: 1/3 deposit. C. & M. SPECIALTY CO., 832 CAMP STREET, NEW ORLEANS 13, LA.

FOR SALE—Operators! We have a large number of Pay Off Consoles—various makes—from $20 up; all in good working condition. Also Slots, Pin Balls and Music. We will not be undersold. Tell us what you need and be sure to get our prices on guaranteed equipment. VIRGINIA NOVELTY CO., 400 WATER ST., PORTSMOUTH, VA. Tel.: Portsmouth 1025.

FOR SALE—25 Model 80 Kirk Astrology Scales $169.50 ea. THE VENDING MACHINE CO., 205-215 FRANKLIN ST., FAYETTEVILLE, N. C. Tel.: 3171.

FOR SALE—10 Keeney Three Way Bonus Super Bells, like new, guaranteed perfect mechanically and outward appearance $800 ea. Terms 1/3 Deposit, balance C.O.D. ADVANCE AUTOMATIC SALES CO., 1350 HOWARD ST., SAN FRANCISCO 3, CALIF.

FOR SALE—Guaranteed Used Machines—Bells; Consoles; One-Ball; Pins. The machines are perfect, the prices are right! Write for list. CONSOLE DISTRIBUTING CO., 1006 POYDRAS ST., NEW ORLEANS, LA.

FOR SALE—We have them in stock. Contact us for your Hirsh Red Balls for state of Florida. Best money maker out today. Trouble free. Immediate delivery. Make us cash offer on any new or used pin tables you need. MURRELL AMUSEMENT CO., 1058 S. FLORIDA AVE., LAKELAND, FLA.

FOR SALE—5 Ball Pin Games. All thoroughly reconditioned, cleaned, rails refinished, packed in good cartons. At $25: Sporty, Blondie, Big Town, Formation, Big Chief, Crossline. At $30: Four Roses, Band Wagon, Twin Six, Ten Spot, ABC Bowler, Flat Top, Chubby, Wild Fire. At $35: Towers, Show Boat, All American, Sky Ray, Spot Pool, Gun Club, Dixie, Clover, Hi Hat, Champ, School Days, Laura, Legionnaire, Venus, Seven Up. At $45: Arizona, Surf Queen, Midget Racer, Big League. At $75: Superscore. One Balls F.P.: Sport Special $45; Dark Horse $60; Blue Grass $65. Immediate shipment. 1/3 deposit, bal. C.O.D. W. F. KEENEY MFG. CO., 7729 CONSTANCE AVE., CHICAGO, ILL.

FOR SALE—New Black Cherry and Golden Falls Case Assemblies for $40 each. Each Assembly consists of Castings, Wood Case, Club Handle, Drill Proofing, Award Card, Jack Pot Glass, etc., completely assembled and packed in individual carton. Write us for list of prices on new, used and rebuilt slots. WOLFE MUSIC CO., 1201 W. MAIN ST., OTTAWA, ILL. Tel.: 1312.

FOR SALE—10—616 Wurl. $75 ea.; 2—600R Wurl. $150 ea.; 1—1940 Rock-Ola C.M. $90; 3 Seeburg Mayfairs $150 ea.; 2 Seaburg Regals $175 ea. All above machines in excellent condition. X-CEL NOVELTY CO., 1929 W. TIOGA ST., PHILA. 40, PA. Tel.: Ra. 5-8705.

FOR SALE—Williams All Stars used but very clean $275.; 2 Photomatics, inside lights, repainted, good condition $325. ea.; Spotlite, brand new $175.; this is a very good arcade piece. KING-PIN EQUIPMENT CO., 826 MILLS ST., KALAMAZOO, MICH.

FOR SALE—50 Stands $12.75 each; 35 Black Cherry Bells, original (5c $125, 10c $130, 25c $135); 3 1948 Watlings 5c $90; 7 beautifully rebuilt in new Golden Falls Cabinets with new machine guarantee $155 each; 6 Pace Consoles, completely refinished $75 each; 2 1941 Galloping Dominoes, beautifully finished $225 each. MAR-MATIC SALES COMPANY, 48 WEST BIDDIE STREET, BALTIMORE 1, MD.

FOR SALE—Popcorn machine route of 20 Kunkels on location in New York City. Good income. Sacrifice. BOX # 199, THE CASH BOX, 381 FOURTH AVE., NEW YORK 16, N. Y.

FOR SALE—300 Northwestern # 33 Ball Gum Machines at $5 ea.; 300 Northwestern # 39 adapted for Ball Gum at $6 ea. PENNY KING COMPANY, 1037 E. WARRINGTON AVENUE, PITTSBURGH 10, PA.

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FOR SALE—Unlimited quantity of Packard Bar Boxes, excellent condition. Also Wurlitzer Twin 12's or heavy constructed steel cabinets, knock down type, new. UNIVERSAL AUTOMATIC MUSIC CORP., 1506 EAST 67th ST., CHICAGO, ILL.

FOR SALE—1 10c Columbia Twin Jack Pot slot machine $65, very clean; 1 10c Caille Twin Jack Pot Chrome and Red Front slot machine $65. Will be shipped prepaid if full cash accompanies order. NORTHDURFT'S SERVICE, MOUNT OLIVE, ILL. Tel.: 248X. Henry Northdurft, Mgr.

FOR SALE—Five Batting Practice $35 ea. in working order. GENERAL DISTRIBUTING CO., PORT JERVIS, N. Y.

FOR SALE—Or will trade any of the following on Bally Draw Bells. Cyclone $25; Tornado $25; Co-Ed $40; Silver Streak $40; Tally Ho $25; Broncho $40; Flying Trapeze $50; Ginger $50; Star Lite $50; Watling 10c Rol Top $25; 4 Bells $30; Cover Girl $75; Stormy $100. BELMONT VENDING CO., 703 MAIN ST., BRIDGEPORT, OHIO. Tel.: 750 BPt.

FOR SALE—30 Wire Adapters complete, like new, $10 each. RUGINIS NOVELTY CO., MOUNT CARMEL, PA.

FOR SALE—Buy Now—Cigarette Machines. Equipment thoroughly reconditioned and refinished. Low prices. We buy equipment. CENTRAL VENDING MACHINE SERVICE CO., 3967 PARRISH ST., PHILADELPHIA 4, PA. Tel.: EVergreen 6-4244.

FOR SALE—Juke boxes, bargain prices, crated. 312 Wurlitzers $55; 616 Wurlitzers $70; 616 Wurlitzers all lite-up $85; 24 record Wurlitzers $125. NATIONAL, 4243 SANSOM ST., PHILADELPHIA 4, PA.

FOR SALE—Complete thirty turntable A.M.I. Automatic Hostess Studio, ready to start in new territory, including racks to hold 5,000 records and new 10,000 title slip rotary file, plus monitor speaker and office fixtures. Also complete 1948 Tel-O-Matic Studio for background and industrial programs, including six 1948 (40) record A.M.I. changers like new. Give offer. H. A. RUETSCH, c/o G. M. AMUSEMENT CO., 17 GROVE AVE., WOODBRIDGE, N. J. Tel.: WOodbridge 8-0827.

FOR SALE—New York is down. We'll salvage what we can. One post-war pin free with each purchase of one late flipper game at half current price. All in perfect condition minus free play, but can supply units for same on most. First replies get first crack. CENTRAL AMUSEMENT CO., 1560 EAST 18th STREET, BROOKLYN 30, N. Y.

FOR SALE—1 10c Jennings DX Club Chief $139.50; 1 5c Mills GF Hand Load $149.50; 3 25c Mills Black Cherrys $149.50 ea.; 1 5c Jewel Bell, rebuilt, $150; 1 10c Jewel Bell, rebuilt $150; 1 10c Bonus Bell, refinished $125; 1 25c Bonus Bell, refinished $125. AUTOMATIC AMUSEMENT CO., 1000 PENNSYLVANIA ST., EVANSVILLE 10, IND.

FOR SALE — Close-out: Tennessee Catalina, Stormy, Robin Hood, Humpty Dumpty, Tropicana. All perfect condition. $95 in lots of 5 your choice. $110 each less than 5. GEORGE DeBATE, 203 N. LEHIGH AVE., CRANFORD, N. J.

FOR SALE—25 new Shanghai, 15 Monterrey, 10 Samba, $175 ea. Terms: 1/3 Deposit, Balance C.O.D. K. C. NOVELTY CO., 419 MARKET ST., PHILADELPHIA 6, PA. Tel.: Market 7-4641.

FOR SALE—Advance Roll $125; Bing-A-Roll $275; Heavy Hitter $50; Rol-A-Score $50; Singapore R.D. $100; Hawaii R.D. $75; Super Triangle $35; Ten Strike H.D. $35. MOHAWK SKILL GAMES CO., 67 SWAGGERTOWN ROAD, SCHENECTADY 2, N. Y.

FOR SALE—Skee ball parts for Skee Ball made in Coney Island some years ago. Coin mechanism, lever and parts for the skee ball release. IDEAL NOVELTY, 2823 LOCUST ST., ST. LOUIS, MO. Tel.: FR 5544.

MISCELLANEOUS

NOTICE—Music Operators. Motors rewound $5.50; Wurlitzer counter model trays refinished and rebushed $6.50. BILL'S PHONO MOTOR REPAIR, 5947 EMERALD AVE., CHICAGO 21, ILL. Tel.: ENglewood 8192.

NOTICE—Music Ops: We re-grind your used phono needles scientifically and guarantee complete satisfaction. Hundreds of operators use the service constantly. It's a big saving. Write for complete details and free shipping containers. RESHARP NEEDLE SERVICE, BOX 770, FT. DODGE, IOWA.

PARTS & SUPPLIES

FOR SALE—Tubes: 6C4 29c; No. 80 42c; No. 5Y3 38c; 6J5 45c; 6J7 66c. Other tubes 60% off list. ENGLISH SALES COMPANY, 620 W. RANDOLPH STREET, CHICAGO, ILL.

FOR SALE—Parts and supplies for all types coin operated machines. Send for Free illustrated wall chart. Lists over 1200 different items from A to Z. If you operate coin machines you should be on our mailing list. BLOCK MARBLE CO., 1425 N. BROAD ST. PHILA. 22, PENNA.

FOR SALE—Skee Ball Alley Nets; Mats; Balls; Scoring Units; Coils; Score Glasses and any part for any alley. Also complete stock of Ten Strike Parts. Tell us what you need. RELIABLE SKEE BALL CO., 2512 W. IRVING PARK RD., CHICAGO 18, ILL.

FOR SALE—Radio Tubes, 60% off list, minimum shipment 50 tubes assorted. Popular brands. All types in stock. Mazda bulbs, No. 47, $36 per 1000; No. 40, 44, 46 and 47, $4.35 per 100; No. 51 or 55, $3.50 per 100. Bulbs can be assorted for best price. BELMONT RADIO SUPPLY CO., 1921 BELMONT AVE., CHICAGO 13, ILL.

FOR SALE—Coin wrappers, 60c per 1,000 in case lots of 24,000. Send for catalogue containing thousands of parts. JOE MUNVES, 615 TENTH AVE., NEW YORK, N. Y. Tel.: PLaza 7-2175.

CHICAGO CHATTER

Prices are bouncing around like rubber balls . . . one well known op tells me that on his last "shopping expedition" among the Windy City's distribs and jobbers . . . he was quoted five different prices for the same machine with the last man telling him, "Alright, I know you've been shopping around, tell me the lowest price quoted and I'll meet it." . . .Anyway, it means that the ops are getting better breaks (and better service) for the equipment they need. With take reported going up . . . with the men seeking new machines to replace some of the old junkers they have . . . this offers an unusually good opportunity for the average op to get the new equipment, but fast, while the low prices are in effect for advice is that used machine prices are slowly wending their way upward as demand increases thruout the country.

Over at Bally Mfg. Co. there was plenty of good action this past week. Bally's "Rancho" pinball—one swell hit and the belief is that the firm's next one will start a "new rush." In the meantime Bill O'Donnell, intrepid sales-manager of the firm, is still talking all about the fact that their famous "Triple Bell" has now been in constant production for two years . . . which is a production record . . . and, as per usual, Georgie (The "G") Jenkins is in their plunging thru the line for some sweet orders on Bally's products . . . and Tommy Callaghan, Dapper Daniel, is still wearing something that looks like anything but a cravat—and that's hard to imagine on Tommy. Recent visitors around the Bally plant included Louis Boasberg of New Orleans who swears and swears he won't be buckin' those big time football games come the fall season . . . but . . . from the guys who know, the claim is that Louis will be in there after the season gets under way because he knows much too much about football to disregard this great sport.

Herman Paster of Mayflower Distrib, St. Paul, in town this past week and visiting around with his mfrs to see what he can bring back to the boys in his part of the world . . . and, you can take it from us, very little passes by this guy. . . . Clarence Camp of Memphis around town and getting ready for some nice sales action, especially now that he's distrib for the AMI Model "B" along with all the grand games he represents in the Tennessee country. . . . Harry Miele of Williamsport Amusement, Williamsport, Pa. also around our town to see what's to be seen.

They've now got three "Samuels" over at Chicago Coin . . . newest addition to the "Samuel" family is Samuel Lewis, who is now ad mgr for the firm, and who will soon be showing the trade some new ad technique . . . the other two Samuels, of course, being Wolberg and Gensburg, who guide the destinies of this organization which, by the way, is puhlenty busy with their newest clicker, "Spinball." . . . Frank Bannister of Bannister Distribs, Indianapolis, around town and talking up the fact that "things are getting better and better" . . . a little more of this same type of optimism (or Coueism) whichever you prefer, would help lots in the coinbiz. . . . Joe Ash of Active Amusement, Philadelphia, one of our regular commuters, also around this man's town and talking about thisa and thata while learning what the mfrs will have for his beautiful big showrooms and offices in the Quaker City. Maybe Joe got out of Philly while the Repubs are in his town because he's a Democrat? Is that it, Joseph?

Billy DeSelm is one guy who just can't be pinned down for a minute these days. . . . Billy is eagerly looking forward to the opening of the big new United plant on California and Roscoe and wants to get into that brand new, big office which he wants to get all shined up and pretty looking for visitors. Which reminds us that Herb Oettinger has now decided that maybe he wouldn't be so bad off if he wouldn't have let them cover up that tremendous cave the construction gang dug. He could've used that for his "private" office. Just imagine bending over to yell to Herb, ten feet down in the ground, "Hey, Oettinger, someone's here to see you." . . . M. C. Watson of Cedar Rapids, Ia. was around our town . . . bumped into him over at Buckley Mfg. Co. where he was checking over the new equipment . . . especially interested in that new bell which features a new kind of play with new type symbols. . . . Sam Tridico and Bob Buckley of Console Distrib. Co., New Orleans, also around town this past week and telling all and sundry about their new big repair shop, offices and showrooms at 3425 Metairie Rd. in Jefferson Parrish, where the boys carry a stock for all the ops in the New Orleans area and have some very enticing bargains, they report . . . two really likable guys . . . Bob and Sam . . . here's wishing you lots and lots of luck in your new quarters.

Monte West, AMI's well known (and well liked) sales engineer is down in the deep south (and will probably come back talking with a broad "A" for weeks) for he started in Memphis with a mechanics' school on June 21 and will be traveling even further South all the way down to Nick Carbajal's Crown Novelty Co. in New Orleans to teach mechanics in that well known town all the whys and wherefores of the AMI Models "A" and "B". . . . Monte doesn't expect to see the Windy City until sometime in July. . . . Art Weinand of Rock-Ola on his way to the West Coast to see what makes the Magic-Glo phonos sell so well out where the Pacific rolls placidly along. . . . Art advises that sales from the West have been on the upswing for some months now and are growing by leaps and bounds . . . what with George Murdock and Bud Parr and some of the others plugging away hard all day for Rock-Ola products. Art, too, doesn't expect to return until sometime in July . . . so it looks like the phono people here will be "on the road" punching away during that month.

Harry Williams of Williams Mfg. Co. still out in California noting what's what and meeting with his Dad, Bill Williams, who has been howling like mad for more and more "Yanks" . . . and "Skeet" Moore of Williams leaves the factory, too. He's on his way to visit with George Prock down in Dallas, Tex. and discuss thisa and thata about Williams' plans . . . so Sammy Stern is "on the job" now keeping his nose pinned right down to the grindstone and trying to satisfy all the requests he's been getting for more "Yanks". "It seems", Sam says, "like we'll never stop makin' 'em." (Is that bad?) . . . This year, just like last, some of the factories are planning to shut down for the usual two week's vacation period. . . . O. D. Jennings & Co. already advise that their plant will be closed for the two vacation weeks right after July 4. Execs will be on hand, tho, to handle all biz details and office people will also probably be around . . . this is a money saving idea which meets with approval of all the nation's leading industrialists for it doesn't keep their labor force too thinly spread out over the summer months.

Of interest to all music ops is the report we received from one down stater who tested *The Cash Box "Volume Play Promotion Plan"* and who reported back that the 6 plays for 25c idea clicked so well, he's planning on swinging over all of his machines to "volume play" and, in the meantime, wants *The Cash Box* cards to come to him for all of his spots each and every week...which makes us at *The Cash Box* here feel swell...and which should make more and more music ops feel better when they, too, note the returns after they make a test.

Grant Shay over at Bell-O-Matic Corp. is planning a very special campaign which will be breaking very soon and which should be of good interest to all bell users...in fact, at this time, Bell-O-Matic is among the very busiest of all the firms in this man's town with orders keeping acomin' in regularly...Tried to get in touch with Dave and Lou Gensburg over at Genco this past week, but, just my luck, all the Gensburgs out to lunch and wasn't able to contact them. Ops I met at the factory advise that Genco's last three games were all "great"...which is something for any manufacturer to be very proud of.

George Glassgold, N. Y. attorney in town this past week, and reported to have come and gone before we could catch hold of him. From what we hear, Counsellor Glassgold did one fightin' job in Noo Yawk in an attempt to get the N. Y. City Council not to vote that ban bill into effect...We're also given to understand that he's far from licked...with a new angle or two already in the works...Was that a "Videograph" machine we saw in a downtown spot? If it is, seems like coin operated television will become a new operating idea for this city. Many ops here are interested in cointele and "Videograph" may be the answer...Joe Beck seen around our town the other week, but, couldn't get hold of him to ask him "what about it?"...Was that Woolf Solomon of Columbus we saw on Randolph Street the other eve? ...Hear that M. S. (Bill) Wolf of L. A. is expected in town any minute now..."Doc" Eaton and his B. W. looking for an apt. in Chi...if you know of one contact the Eatons...Didn't see Sol Gottlieb around for a while. Where you been, Sol? But, with their grand game, "Olde King Cole," and the usual orders, and with Dave Gottlieb's announcement of the continuation of Gauged Production the factory must be rather a busy place, with Dave, Nate and Sol working harder than ever...Dave Wallach of Marvel Mfg. Co. reports some interesting plans. We'll be waiting, David...What's happened to Ray Riehl? Did they "drown" him on his last tour of the U. S. A.? Or did they? . . . We hear Art Garvey gave up playing "gin" with Ben Becker because Art has been winning with such regularity it was like taking candy from a baby.

EASTERN FLASHES

With the City Council bill banning pin games passed by the Board of Estimate, and now awaiting the Mayor's signature to make it law, coinmen acknowledge that they face a lost cause, at least for the present time. There must be a waiting period of ten days to two weeks before the Mayor can sign the bill, and as he is away on a long boat trip, it is believed that his signature is already affixed, but is being withheld for the legal time period. As mentioned many times in previous issues, the only recourse for the trade is to engage in a court battle in an effort to have the bill declared as a violation of their constitutional rights.

Meanwhile the Supreme Court injunction proceedings go on. The hearings are in the second week, and no one knows how long more it will continue. Testimony and witnesses are appearing for both sides. The press picks up only those items which are "sensational" and the trade is practically always pictured in the wrong. A statement made by George Holzman at the City Council hearings recently was picked up by the Assistant Corporation Counsel at the injunction hearings while Holzman was appearing as a witness and as reported appeared detrimental to the coin trade. Holzman is quoted as saying that "he didn't want his children or anybody else's children to play the machines." George admitted that he had made the statement. To any person of reasonable judgment a statement of this kind is the honest declaration of any man. No individual would want to see his underage children standing up against a bar drinking a highball, but there is certainly no harm if a grown man or woman takes a drink or so.

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The heavyweight championship fight between Louis and Wolcott brought a number of coinmen into the city. Scheduled for Wednesday, June 23, it had to be postponed because of rain. Coinmen when they arrived here had considerable difficulty in securing hotel accommodations, and when they had to stay over, they really were in trouble, scurrying all over the place trying to get a place to sleep...Hirsh de La Viez, Hirsh Coin Machine Corporation, Washington, D. C., shopping for a new formal suit of tails for the forthcoming wedding of his daughter Jeanne, which will take place in Washington on July 18...The Music Guild of America, music operators association, moves to 100 Astor St., Newark, N. J., July 1. Sam Waldor and Ed Levey, officials, will have larger quarters to conduct the association business.

* * * * *

A short item appeared in the press this week stating that the Brooklyn police were going to smash seized equipment on Wednesday, June 23. Among the items listed were *vending machines* (the italics are ours)...Ben Becker, Ben Becker Sales Company (Bally regional sales representative) leaves for Chicago this week-end. It sounded to us like he intended to spend his time in the Windy City on business, but one of his buddies tells he's going for the sole purpose of tilting with Art Garvey (not physically—no one in his right mind would try that) in a few sessions of "Gin." And, you mid-western clothes hounds, note those Becker neckties...Dave Stern, Seacoast Distributors (Rock-Ola distributor) does a redecorating job on his beautiful Newark, N. J. offices and showrooms. Dave circulates the trade, announcing that his firm is in action, with his doors wide open for the operators to visit him for bargains. He tells us that he's taken his coat off, rolled his sleeves up, and is ready for any type of work. Like the old days, eh Dave?

* * * * *

Barney (Shugy) Sugerman, Runyon Sales Company, returned from his second road trip (this one to Connecticut) and brings back the same good news—plenty of orders for AMI Model "B." Sugy *had* to stay in town this week as many of his customers and friends were in town, most of them to see the fights. And while here, visited Runyon's offices. Abe Green, the Runyon Newark, N. J., head, comes in to see the visitors. Morris Rood, telling about Abe's arrival, claims "I had informed Abe that his friends wanted to say hello to him, and before I hung up the phone, in he walked." Green stated Rood was exaggerating. "It took me at least fifteen minutes" he claimed...Joe Munves, the parts man, so busy, he hardly has time to sit down. And if he did, he couldn't find a chair. His customers are always sitting in all the available parking space...Monty Becker of Springfield, Mass. brings his family to the big city for a short vacation...Sid Wertheimer, formerly with Hymie Rosenberg, now on his own, buying and selling used equipment...Joe Edelman of Bugalo, N. Y., visits along coinrow.

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Subway fares in New York City go to 10c on July 1, and all the large retail outlets, such as department stores, chain drug and cigar stores have loaded up with thousands of the new dimes. It looks like the dime will be the most popular coin after July 1. This is the opportunity for music ops to cash in on this condition. Make sure you look at the card enclosed with this issue that will promote more dime and quarter play. As one operator who tested the card secretly, writes from Florida, "I've tried the card, and now I'm counting quarters"...DeWitt (Doc) Eaton, pays a visit to the big city, and makes it his business to say "hello" to all along coinrow...H. F. (Denny) Dennison, just back from the sands of Miami Beach, Fla., and looks it. A deep suntan, clear sparkling eyes, and a happy relaxed smile—especially when the conversation gets around to television...Nat Cohn, Modern Music Sales Corporation believes his Gem Record firm has a hit in "In The Dark" with a new singing sensation "Johnny Corvo" whom he claims has a voice and appeal of Perry Como...Dave Lowy and Phil Mason, Dave Lowy & Company, have one of the busiest weeks of their career. Trucks drive in and away from their store—some bringing in equipment—others taking it away. Always a hard worker, Phil is beginning to complain he's working too hard.

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Jack Rubin, well known coinman here, expects to take a slow drive out to the West Coast, starting off around the 1st of July. Jack will combine the trip as a vacation and business arrangement...Jack Semel, one of the better card players in the industry, gives your correspondent some real professional hints on strategy. We'll test them out at the first opportunity...George Glassgold, coin machine attorney, in Chicago...Joe Ash, Active Amusement Machines Company, Philadelphia, Pa., also visiting the Windy City. Seems to us that Joe is practically a commuter...Teddy Seidel, Blendow & Meyers, tells us he has a parlay on the Zale-Graziano and Louis-Woclott fights, with his dough on the underdog in both instances. He's already ahead on the Zale winner, and now's pressing for Wolcott.

NEW ORLEANS

Louis Boasberg, New Orleans Novelty Company, is being complimented for his recent coup in getting permission to install pin games in the Walgren chain of drug stores here. Louis thinks that it will help all in the trade and that it will gain more and more "prestige" locations for amusement machines...Several coinmen made the trip to Chicago for the Sugar Ray Robinson-Bernard Doucoussen fight, but it was postponed several times. Some of them returned, without seeing the scrap, but did have the opportunity to visit the factories.

Nick Carbajal of Crown Novelty Company seen sporting a new '48 Buick. Between breaking in the new car, and taking time off to go fishing with his family, Carbajal is really a busy individual. Now that his firm has taken on the distribution of the AMI phonograph and accessories for this territory, it's possible that Nick won't have the time to get away from the office... Ran into Earl Johns of Crowley, La., who was making the rounds...R. M. McCormick has been appointed vice president of the Decca Record Shop in New Orleans, and has the good wishes of all here...Tommy Fryars of Crescent Music Company, and his missus out of town visiting his old home state of Alabama...L. Mongrue of Luling, La., returns from a trip down to Mexico with his wife and baby, and tells us he had a wonderful time.

Bob Buckley and Sam Tridico, Console Distributing Company, report that they are wonderfully pleased with the acceptance of their new office and shop located at 3425 Metairie Road, Jefferson Parish. It is the biggest of all their shops. They have an entire floor devoted to the display of Buckley's "Criss-Cross," and the new bells. In addition the shop is said to be equipped to repair anything with a coin chute...Jimmy Kell, originally from Noo Orleans, and now a resident of Florida returns for a visit and seen lunching with Bob Buckley, Sam Tridico and Dave Martin...Curly Maloney, one of the coinmen who went to Chicago for the fights, stayed on patiently waiting for them to get going.

Dixie Coin Machine Company supplied the pin game, Chicago Coin's "Shanghai" to the Little Theatre in the Vieux Carre, which was used in the stage play "The Time Of Your Life." The play was a tremendous success here, and everyone is awaiting the movie of the same name starring James Cagney. The pin game in the picture was specially constructed and really does some neat tricks...Paul Ricaud, Joe Mitchell, Jack Singleton, Nick Carbajal, Al Morgan, Alfred Holt, Paul Danove, Adrian Martin and Joe Ben Jones seen licking their fingers after a Southern Fried Chicken dinner at De Latours Chicken Inn at the lake front...Visitors at the Dixie Coin Machine Company were Maurice Savoie of La Rose, La., Emile Kalil of McComb, La., Earl Johns of Earl's Novelty Co., Crowley, La., Paul Sherville, Jeanerette, La., and Viel Devillier of Monroe, La.

The employees of the New Orleans Novelty Company, their families and friends had the time of their lives at a picnic and outing at Bogue Falaya Park, Covington, La. Swimming in the beautiful clean running waters of the Bogue Falaya River, and a half dozen other activities kept everyone busy all day. There were chickens galore, hot dogs, chili, and all the beer and cokes anyone could consume...Bally's new pingame "Rancho" with the revolving turret is fascinating the crowds at the Penny Arcade on Canal Street.

CALIFORNIA CLIPPINGS

The boys who are good at waiting contend that while there's suspense there's hope....The impatient lads would rather have the axe at once—if they're gonna get it in the end anyway....We refer, of course, to the June 17 appeal on rolldown operation, on which the Appellate Court is still mulling its decision....Opinions of spectators and interested parties regarding the decision vary as much as ringsiders' verdicts on a prizefight....Many of the distributors and operators feel that their attorneys were too far outweighed when they went into court but they still put up a good tough scrap. ...Others claim that the attorneys didn't do as well as they might have done. ...One thing most of the commentators on Coin Row seem to have overlooked is that a legal battle is one that can't be entirely judged by the blows struck and the speeches made.

There's a whole lot of behind the scene action which often is the deciding factor...such as legal precedent, the court's outlook on a particular issue, the lawyers' standing with the court, etc....While fearfully sweating out their own fate, the local gentry extend regrets and sympathy to their brethren in New York City, where administrative action rather than judicial seems to be the channel of the anti-amusement game element....We would like to report that the intention of the industry in New York to fight it out is winning supporters in this area too....Several top distributors and operators we talked to this week are considering carrying their case to the State Supreme Court, if need be....That sounds like sound tactics to us...once they can remove the whole issue from the local political scene, it will stand a better chance of being judged on its real merits and not on blue-nosed, vote-getting prejudice.

Meanwhile, the town's game men are making the most of the shuffleboard trade....Aubrey Stemler talked up the new "Catalina" boards, regular and 8 ft, rebound, to us....Claims they're the "hottest thing yet" and, as factory distrib, he should know....Game's made right here in L. A. and comes with or without electric scoreboard and coin operated or remote control.... There's no doubt that distribs, ops and locations owners are determined to adapt the shuffles so that they offer as much attraction and control as any other amusement game....Ran into Art Crane at Badger Sales Co. and the Genco rep told us he was off the same day on an extensive sample and sales tour of Phoenix, Tucson, Denver, Salt Lake City, San Francisco and back to Los Angeles, showing off the wonders of Genco's latest 5-ball, "Merry Widow."...The game, complete with something different in kickout holes, is described by Art as packing more action than "Mardi-Gras."...It'll be available locally in a few weeks....W. R. Happel, Jr., of Badger, also got a few words in plugging the Keeney electric cig machine and saying that the doubled weekly shipment of 20 is still far short of ops' demand.

Paul Laymon proudly demonstrated Bally's new "Rancho" 5-ball, with its unique turret-kicker....Bally's Deluxe Bowler also gracing his floor.... Bill Wolf of M. S. Wolf up to San Diego for a short one and we had to take a rain check on that lunch date till next week....Arnold Micon in at Pacific Coast Distribs spending a few quiet moments by catching up on his homework....Arnold's decided that accountancy is a handy gimmick in the coin machine biz and he's working towards a CPA on the side....Micon, Sr., was out lining up prospects for quick delivery of "Merry Widows."... Lyn Brown still pumping away on the scheduled City Council and Police Commission hearing for Scientific's "Pitch 'Em & Bat 'Em."...It will be worth noting how Lyn makes out in his efforts to get a fair and full opinion from the city's law making and law enforcing bodies on a game (we repeat) that seems as legal as baseball itself....Al Bettelman on road ringing out the virtues of Jennings bells while headman C. A. Robinson dictates like mad to that bright-eyed secy.

Charlie Fulcher of Mills Sales busy with cash customers and we chatted with secy Jean Blair, who is a lot shapelier and just as gracious as her boss. ...When Charlie got to us, he explained business was running in spurts— and we'd caught him spurting....Bill Williams was locked up when we dropped by and we could only assume that he was out hustling "Yanks," although there was nary a one on his show room floor....This was Lady's Day with us (and is that bad?)....At Automatic Games we cut up a few touches with charming Lynn Tobias, talking about the "good old days" up in San Francisco, where we both put in some time in the entertainment biz.... Her present bosses, Dennie Jackson and Sammie Donin, are getting pretty fancy, with an inlaid floor, and parlayed ceiling and combed wood interior for their office....Lynn kibitzed that, first thing you know, you'd have to knock before entering....Caught Jack Simon almost ready to take off for Vegas on business trip (wife included)....He told us Chi Coin's "Spinball" spun right out as fast as they arrived and Jack Ryan will be waiting at the door for that new shipment....Jack (Simon) reports Phil Robinson now in Canada to attend that B'Nai B'Rith Convention....Speaking of conventions, many of the local lads are hoping that Gov. Earl Warren doesn't emerge as the "dark horse" candidate or settle for the vice-presidential nomination....Not that they've got anything against him (even if they're Democrats)....They just figure he should stick around as California's governor since they credit him with giving the amusement industry a fairly fair shake....

Dropped in at long last on the Clark Distributing Co. and had a nice chat with E. F. McGlone, vice president, in the firm's sumptuous new quarters at Washington and Western....Admired the Wurlitzer 1100 in its eye-catching show room and impressed with its fine tone and handy flipover program changer....Seen around the Row this week: Bob Chacon from Laguna....R. J. McCoskrie from Ontario....Santa Maria's Al Cicero, off for a fishing vacation....Thomas Boddy down from Lomita for the same.... Jack Johnson of Long Beach in with his own coin operated shuffleboard.... Lou Haskins back to Hawthorne after a vacation....Jack Arnold down from Barstow....G. F. Cooper heading for a minor operation in Riverside Hospital...Best wishes for a speedy recovery....N. C. Ranells and J. M. Holmes from Glendale...Alhambra's Art Clayton...Santa Monica's Charles Schoenfeld...Downey's M. V. Connor, L. D. Smith and John McGee...Johnny Nelsen from Inglewood...Emil Nelsen in from Crestline...Ivan Wilcox of Visalia.

First of the musical contingent to return from NAMM Convention in Chicago was Specialty's Art Rupe, who flew in with attorney Dave Pollock. ...Art says the legal mind gathered plenty notes re counterfeiting situation at Convention from nation's music men and some action should follow soon. ...Rupe also reported that Leo Mesner of Aladdin and he formed new distribution setup for their respective product while in the Windy City.... New outfit to be known as Central Record Sales....With a grin, Art told of most of the boys spending bulk of time in Chi crying the blues and lying about how many records they were selling....And he grinned even wider in mysteriously referring to the non-musical operations of Rm. 1717 at the Palmer House.... We also chatted with Specialty Sales Mgr. John Davis, a New Yorker who thinks there's no place like L. A....Shook hands and swapped notes with George McDonald, Mercury's new sharp, young branch mgr. for local office....He was married in Chicago, his home town, just before coming West, and the guy's luck may be judged by his finding a house —and furnished too....Only Bihari in at Modern was Mother Bihari.... Jules busy in town, Saul in Chi and Joe in N. Y....Paul Reiner of Black and White off from Convention on month's biz and pleasure trip.

MINNEAPOLIS

The South Dakota quarterly meeting took place at Aberdeen, South Dakota, at the Sherman Hotel, June 20, 21, and 22nd. The Twin Cities' distributors had their representatives attend this meeting. Discussions during the meeting were the question of legality of music being operated in liquor places. The case still hasn't been taken to court.

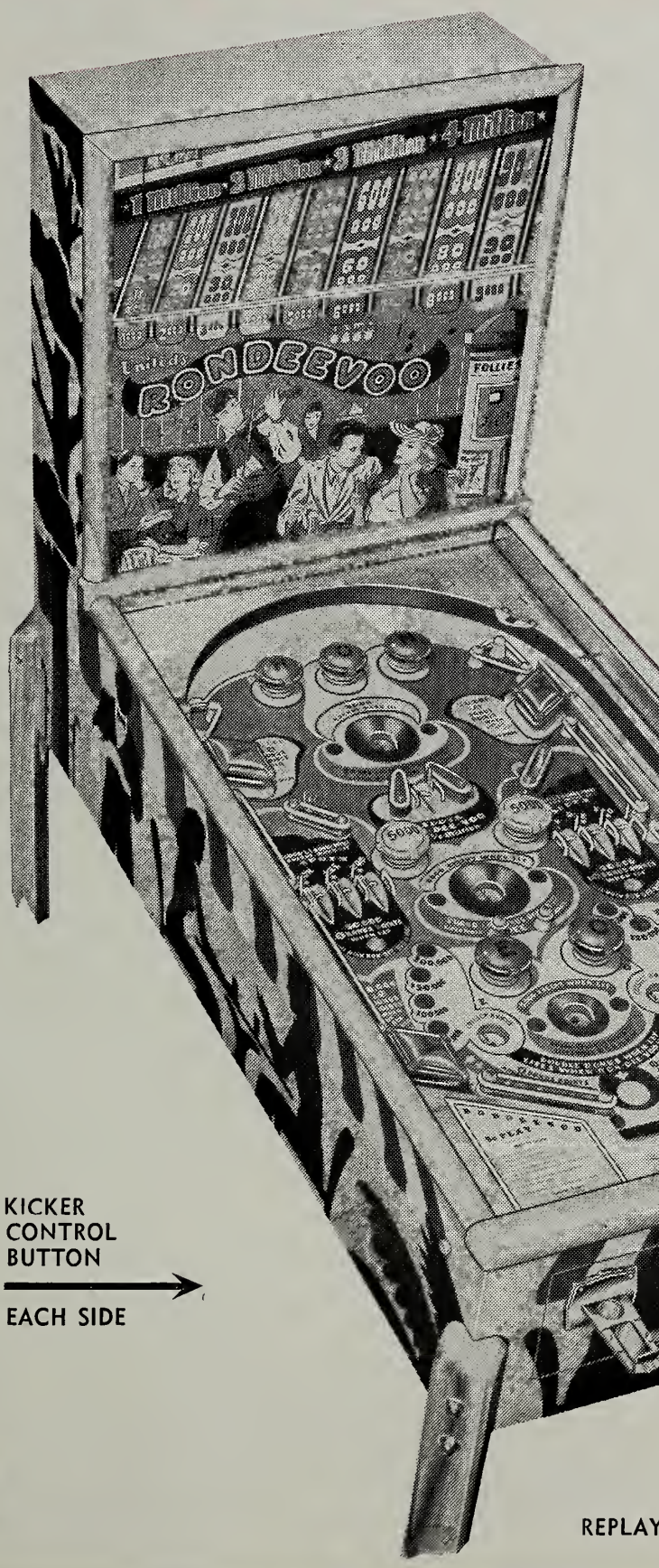
Roy Foster and his son, of Sioux Falls, South Dakota, in Minneapolis for several days on a buying trip, calling on distributors in the Twin Cities. ...Andy Markfelder of Staples, Minnesota, also in town for the day.... Fred Fixel and his son, of Pembina, North Dakota spent a few days in Minneapolis, Fred, giving his son a nice little vacation....Al Reese and son, of Watertown, South Dakota, in Minneapolis for several days visiting Al Reese's parents who live in Minneapolis, while his son enjoys a vacation with his grandparents. It seems like it was "Fathers and Sons Day" in Minneapolis the past week.

The Hy-G Music Company enjoyed a fine turn-out at their open house last June 9. Beautiful floral bouquets were sent to the Hy-G Music Company from the Watling Manufacturing Company, Chicago; the D. Gottlieb Company, Chicago; and Chicago Coin Company, Chicago. Refreshments were served all day long. Roses were given to the ladies that attended the open house. It was a very successful party.

Ozzie Truppman of the Bush Distributing Company, Miami Florida, arrived in Minneapolis last week, winding up final business and will return July 1st....Mrs. Oscar Sundem of Montevideo, Minnesota, left for New York City, New York, to visit friends. Mr. Sundem stayed at home, taking care of the business....D. K. Carter, Minneapolis, left for Windom, Minnesota, to visit his folks for a few days.... Herman Warn of Salem, South Dakota, in Minneapolis for several days with his wife. Mrs. Warn enjoying herself immensely, making the rounds of Minneapolis Department Stores.

Herman Paster of the Mayflower Distributing Company, St. Paul, Minnesota, in Chicago for several days on business....Sam Taran, former Wurlitzer Distributor of Miami, in Minneapolis for a few days and now enroute home.... Floyd Fields of St. Cloud, Minnesota, spent a few hours in Minneapolis calling on a few distributors....Ray Thraen and his son Don of Tracy, Minnesota, enjoying a few hours in Minneapolis, visiting friends.

RONDEEVOO



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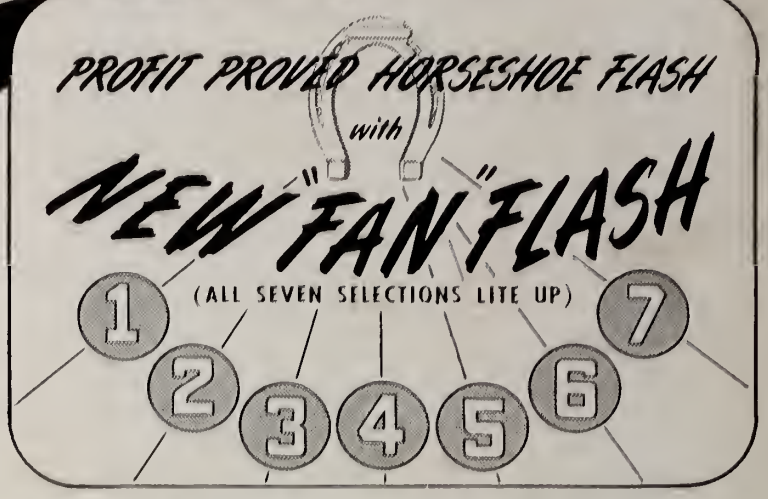

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